

FEBRUARY 1949

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AMERICAN

CATTLE PRODUCER

• THE CATTLEMAN'S BUSINESS MAGAZINE

IN THIS ISSUE:

AMERICAN NATIONAL

•

ANNUAL

REPORT OF

CONVENTION

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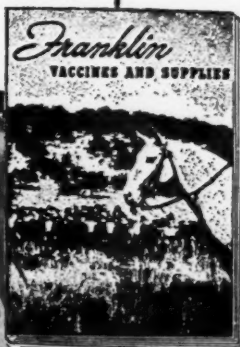
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CUTTER SINCE 1907 Roundup

When I turned into a corral columnist about a year ago, I did it because you cattle folks had more appetite for information on range problems than I could handle with personal visits. Since many of you had the same problems, how to make one "call" do for all the repeats was my problem. (2)

I traded ideas with our pencil polishers in Berkeley and we came up with this "column" and another brainstorm called the Cutter Animal Health Service. You've told me you get an idea now and then from the column, and naturally I like that, but I've had my doubts about the other gimmick. I wasn't sure whether enough ranchers would be interested in a complete animal health reference service to make it worth putting out. But, we went ahead anyway and announced it — last November. Already, over 1600 western cattlemen have signed up for the service!!!

Now, I've always promised that I'd make this column helpful and keep out the high-pressure — and I can keep both promises by reminding you to write me and enroll for this free Animal Health Service.

In case you haven't heard, we start the service by sending you a handy pocket folder that you can tuck on the barn door, tuck in a drawer, or file in a desk. In the folder is a sheaf of question and answer booklets on all kinds of disease problems — such as Blackleg, Shipping Fever, Anthrax and a brand new one on the reproduction cycle and how sex hormones affect it. Besides these starters, you'll receive free new booklets in the service every time they're published.

If you're anything like the stockmen I've talked to, I'll bet a stack of Uncle Sam's anemic dollars you'll find the service something you'll keep and refer to a dozen times a year.

Just drop me a postcard, give me your name and address, say "I want the A.H.S." — I'll do the rest.

Yours,

Jim

P.S. Spring will be here before you know it. Better use what's left of winter to plan your vaccination program the way you always say you'll do it "next year."

CUTTER LABORATORIES
Berkeley 10, California

Letters TO THE EDITOR (Cont. from Page 4)

SPREADING THE GOOD WORD—A friend gave me his December *Producer* and I have read it from cover to cover. Was pleased to read the excellent material on livestock affairs and especially articles concerning forest reserve and land policies. For some reason I have never seen a copy before. You have a wonderful magazine but it needs more publicity and a larger circulation. If more people were able to read it, with the articles as good as in the December issue, we would soon educate the public as to the status and general values of the livestock business.

In our range matters and permits, and Forest Service relations, we are worse off now than ever before; the Forest Service has cut most of the permittees, numbers of livestock and season of use until this range use is almost valueless and is working a serious hardship on permittees' social and economic welfare. The Forest Service policy must be changed from reductions of livestock both in numbers and season of use to soil and water conservation practices, by use and labor management, or stockmen are sunk in this area as the closing order will continue as long as any of the old-time operators live.—Geo. G. Everett, Chaffee County, Colo.

STORM PICTURE—At this writing we are covered with a big, thick blanket of snow and everyone is feeding cattle. We are more fortunate than some, as we have our cattle right here at the ranch. Some of the ranchers have been unable to reach theirs with cake and hay on account of drifts and impossible roads.—Mrs. E. C. Stevenson, Crook County, Wyo.

ALTRUISTIC THOUGHT—Fortunately, here in this valley, we have not experienced any bad storms to date, and we only wish this favorable condition could have been shared by our neighbors to the north.—C. E. Jones, Torrance County, N. M.

PUBLIC RELATIONS AT WORK—A drop on this nation-wide educational campaign . . . am enclosing check for a gift subscription to the *Producer* for a friend. Send him the December issue.—Mrs. Lyman Linger, Larimer County, Colo.

MISPLACED BLIZZARD?—Flagstaff had 42 inches of snow when I arrived home Sunday night.—Bruce Brockett, Yavapai County, Ariz.

EARLY FEEDING—Cattle went on feed almost a month early, due to heavy storms. There is plenty of hay in this section of the country, and a good deal of hay is being baled and hauled to the

railroad at Rock Springs. The sheepmen around Rock Springs have been hit with some bad storms.—Donald W. Jewett, Sublette County, Wyo.

STICKING CLOSE—Sorry couldn't make North Platte. Hope everything went well. Cold, blizzards, deep snow make one feel like staying on grounds.—Lee Brown, Dewey County, S. D.

TELL YOUR NEIGHBOR—Enclosed is check for dues. You sure are doing good work. If we could only convince all the cattlemen! I have talked to some good sized men and they asked me what the National was! I sure told them. Let the good work go on.—Scott Bros., Yuba County, Calif.

HOPE IT CONTINUES—We have had quite a lot of rain in this part of the country. Cattle are all in fair condition. The feed looks better than it has in three years on my range.—M. L. Lee, Graham County, Ariz.

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(Published monthly at 515 Cooper Building, Denver, Colorado, by American National Live Stock Association Publishing Company. Entered as second-class matter June 11, 1919, at Post Office, Denver, under Act of March 3, 1879. Acceptance for mailing at special postage provided for in Section 1103, Act of October 3, 1917, authorized on September 21, 1921. Subscription price: U. S., \$2 a year; Canadian and foreign, \$2.50.)

515 COOPER BUILDING, DENVER 2, COLO.

DAVID O. APPLETON.....Business Manager
RADFORD HALL.....

Officers of the American National Live Stock Association:
President—A. A. Smith, Sterling, Colo.
First Vice-President—Loren C. Bamert, Iowa, Calif.
Second Vice-Presidents—J. M. Cartwright, Phoenix, Ariz.; C. K. Malone, Choteau, Mont.; Jack Mansfield, Vega, Tex.; Chas. Myers, Evanston, Wyo.; Claude Olson, Ludlow, S. D.
Executive Secretary—F. E. Mollin, Denver, Colo.
Assistant Executive Secretary—Radford Hall, Denver, Colo.
Traffic Manager—Charles E. Blaine, Phoenix, Ariz.
Assistant Traffic Manager—Calvin L. Blaine, Phoenix, Ariz.

AMERICAN CATTLE PRODUCER

Stockmen's Resolutions 1949

THESE are the North Platte resolutions, with briefed excerpts from the context explaining the factors that led to their adoption by the American National Live Stock Association, in convention, Jan. 11-13.

1. SOIL CONSERVATION: Commended and resolved to make available to stockmen the lessons learned in developing and applying sound conservation practices.

Proper conservation is necessary for continued and increasing production and successful operators have long practiced proper land use.

2. PRICE CONTROL: Opposed arbitrary price controls or the power to impose them by executive order.

No emergency can now be claimed to justify a sacrifice of individual rights and responsibilities, and experience shows that the controls asked by President Truman are foredoomed to failure.

3. WEATHER FORECAST: Urged that the U. S. Weather Bureau station under consideration for Scottsbluff, Nebr., be established.

Stockmen in the central western states need up-to-the-minute weather information; existing stations are not adequate to supply warnings of approaching bad weather.

4. MEAT BOARD: Commended the National Live Stock and Meat Board and its staff for their service to the industry and recommended that producers give to it liberal moral and financial support.

The Meat Board, which is dependent upon voluntary contributions, furnishes valuable services to producers of meat animals and to the consuming public.

5. SWAN ISLAND: Urged the barring of shipments to this quarantine station from countries where foot-and-mouth disease exists.

Swan Island was established as an international quarantine station in 1946 and regulations are now being proposed to govern it; but it has developed that vaccine for foot-and-mouth has greatly extended the normal period of quarantine previously considered adequate, so that shipments of cattle from countries where the disease exists could be handled only at great risk.

6. FOOT-AND-MOUTH CONTROL: Expressed sincere gratitude to the Government of Mexico, President Aleman and his secretary of agriculture, Senor Ortiz Garze, and to Senor Oscar Flores, sub-secretary of agriculture, and to the Government of the United States and

General Harry H. Johnson, co-director, for work done in the campaign against the disease.

Only the wholehearted cooperation of the two governments and the people has made possible the conduct of the most gigantic effort of its kind ever undertaken and by the same token prospects of eventual success of the campaign are now brighter than ever.

7. FATS AND OILS EXPORTS: Protested the continuation of export controls on fats and oils.

The government's export control on fats and oils, continuing in spite of abundant supplies, has the effect of holding prices of animal fats and oils below the normal relationship with dressed meats and other by-products.

8. RECIPROCAL TRADE: Urged that if reciprocal trade is to continue the United States Tariff Commission be given power to protect agriculture from a flood of imports.

Increasing imports of many agricultural products, including livestock and meat, emphasize the need for an authority to act quickly whenever domestic agriculture becomes threatened.

9. P. & S. Y. ADMINISTRATION: Commended efforts of this agency to broaden its service to the industry and urged that it continue in this direction as fast as economies and improvements permit.

There are many livestock markets eligible to posting under the Packers and Stockyards Act which have not been posted because of lack of funds; but administrators of the act have recently effected economies which have made it possible to cover additional markets.

10. ARMY LAND: Opposed laws or orders which might deprive producers of surplus military lands formerly used by them.

Proposed legislation would transfer surplus military lands suitable for wildlife conservation to the states and Fish and Wildlife Service for wildlife areas, but a large part of lands condemned for the military during the war are valuable for grazing and were formerly so used. These lands were taken with the understanding that they would be returned to former owners and users upon becoming surplus.

11. FOREST SERVICE: Requested laws (1) naming grazing as one of the basic uses of national forest lands; (2) creating national forest advisory boards, and (3) providing for issuance of 10-year permits.

The House Committee on Public Lands recommended laws 1 and 2, and the Forest Service has been issuing 10-year permits.

12. FEDERAL LANDS: Petitioned Congress for federal land legislation modeled after the decentralized Bureau of Land Management set-up, with offices in the West nearer the people and the land and with local autonomous boards for multiple-use lands representing livestock, wildlife, timber, mining, recreation, etc., and recommended that laws offering conservation aid by government be drawn on a decentralized plan so that research of land grant colleges and agencies set up by states could be used.

The members considered plans for improvement in the management of federal lands in the light of possible changes in the national land policy as a result of the Hoover Committee Report, so as to effectuate proper principles of conservation, more efficiency and economy in management and greater stability to the industry.

13. NICHOLSON PLAN: Asked the National Advisory Council of the BLM to use every means to get appropriation necessary to put the Nicholson Plan (an agreement on personnel, appropriations and general administrative detail) in full operation in fiscal 1950.

Congress has failed to appropriate enough to put the plan into effect entirely. The livestock users of public land have endorsed the plan by their compliance with its every requirement and the secretary of the interior has announced his acceptance of the plan.

14. USE OF FOREST FEES: Asked that grazing fee money, except that allocated to public schools and roads, be applied to range improvement practices.

It is recognized that practical conservation practices must be followed to preserve the natural resources in order to meet increasing food demands, and it has been shown by experiment and research that animal agriculture is the most constructive form of resource utilization to perpetuate yield. One of the prime responsibilities of the Forest Service is to follow sound conservation practices.

15. TRANSFER CUTS: Urged that transfer cuts in forest permits be discontinued.

The policy of making cuts for transfers has been distorted and subject to great abuse.

16. **FREIGHT RATES:** Urged the railroads to comply with assurances given to ICC not to upset rate relationships on livestock and its products.

In Ex Parte 166, the ICC said, "the application of a percentage increase to both long and short haul competing shipments results in widening the amount of the difference between the rates," and "we have the assurance of the petitioners (railroads) of their intention to proceed by voluntary discussion and cooperation with the shippers and representatives of markets to devise and endeavor to put into effect such measures as will restore former competitive relations as completely as possible."

17. **DAMAGE CLAIMS:** Asked that

carriers be made subject, in damage to livestock, to liability for court costs and reasonable attorney's fee in suits to recover the full actual loss.

The apparent policy of the railroads is to refuse to pay more than 50 per cent of the actual damage to stock killed or injured in transit.

18. **RAILWAY LABOR ACT:** Asked amendment to Railway Labor Act that will protect the public by giving it a voice in wage controversies.

The shipping public which pays the transportation charges has no voice in matters of carrier wages and the public is called upon to pay increased rates whenever there is a raise in pay of the carriers' employees.

19. **EXCISE TAXES:** Asked for re-

peal of certain federal excise taxes.

As a war measure federal taxes of from 15 to 25 per cent were imposed upon communications, 15 per cent on transportation of passengers and 3 per cent on transportation of property.

20. **LAND POLICY:** Commended the United States Chamber of Commerce on its policy in the public land and agricultural program and suggested that members acquaint themselves with the policy.

The policy is published on page 18 of this magazine.

21. **LIVESTOCK LOSS:** Commended the National Live Stock Loss Prevention Board in its endeavor to reduce the \$25,000,000 annual loss to the industry in bruises, deaths and crippling.

American National Officers

Olson

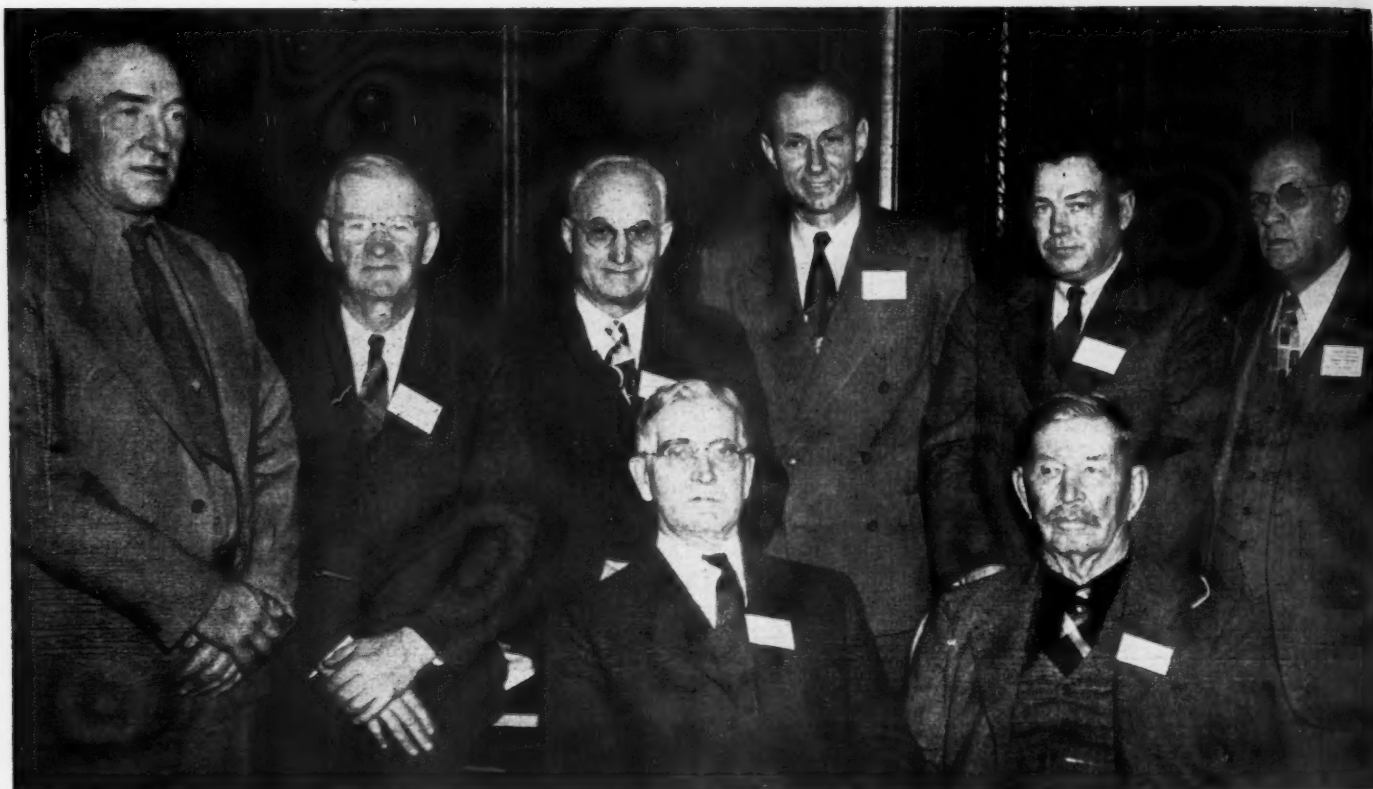
Myers

Malone

Bamert

Mansfield

Mollin



Smith

Cartwright

Claude Olson, Ludlow, S. D.—Second vice-president; former president of South Dakota Stock Growers Association and instrumental in growth of that organization from a handful of members to the strong, active body it is today.

Chas. E. Myers, Evanston, Wyo.—Second vice-president; pioneer cattleman. His people settled on ranch he now runs, in 1858. He holds first water right and first brand in state and is still using offspring of original cattle on ranch.

C. K. Malone, Choteau, Mont.—Second vice-president; past president of Montana Stockgrowers Association. Operates a ranch in Teton County and runs cattle also in Phillips and Valley counties. Described as an outstanding cattleman of that area.

Loren Bamert, Ione, Calif.—First vice-president of American National; former president of California Cattlemen's Association; member of the important American National legislative committee. Operates ranch in the scenic Lake Tahoe region close to Nevada-California line.

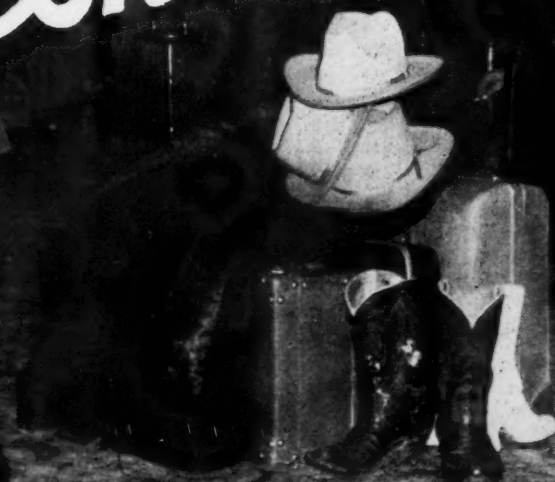
Jack Mansfield, Vega, Tex.—Second vice-president; active in Texas and Southwestern Cattle Raisers Association. Has ranching interests at San Angelo as well as Vega.

F. E. Mollin, Denver, Colo.—Executive secretary for past 20 years. Efficient, hard-working Mr. Mollin, a native of Nebraska, was for more than 22 years connected with the cattle-feeding firm of Kent & Burke at Genoa in that state.

A. A. Smith, Sterling, Colo.—President of American National; has lived in Wyoming and Idaho, and in Sterling since 1914. Mr. Smith is president of the Colorado Livestock Production Credit Association, a director of the Security State Bank and operates a cattle ranch at Sterling. He is starting his second year as president.

J. M. Cartwright, Phoenix, Ariz.—Second vice-president. A pioneer of the old school, Mr. Cartwright still uses the same earmark on his cattle that was used by the family long before he was born, and for 65 years he has run the offspring of the original cattle on the same range on Cave Creek, 60 miles north of Phoenix.

The Convention Story



IT IS one thing to be at a convention and another to read about it. If you attended the North Platte meeting of the American National Live Stock Association, Jan. 11-13, you gave three days' time to it. In a report, you might expect to get coverage in an hour's reading. It can't be done.

But don't misunderstand us. We'll give you here short excerpts from the talks—but you read the speeches, starting on page 21, and continuing in a succeeding issue. They were given only after hours of study by men who know what they are talking about. The resolutions are on page 9 and, since a convention is a sort of cattlemen's business conference, you will look them over carefully. They are the result of a lot of thought on the industry's welfare.

North Platte was unhappily situated in the center of the storm area that involved 3,000,000 head of cattle and 2,000,000 sheep. The big snowdrifts and feed for the animals were of greatest concern, and in the lobbies this subject was uppermost in the conversation. The storm cut attendance from an expected 1,000 to 450, but men from 24 states attended. Perhaps the Nebraskans themselves faced the greatest difficulties in

getting to this meeting, yet many attended. Mrs. Mose Trego, president of the CowBelles, the Nebraska association's women's auxiliary, rode in a pickup truck which had to be hauled by a crawler tractor to an open highway.

It was an excellent convention. The last session was as eagerly attended as the first. The speeches were outstanding. There was unity of purpose. The 20-odd resolutions of the meeting were adopted without a dissent. The handicapped Nebraska Stock Growers Association, host to the convention, was praised on all sides for the efficient and fine way it took care of the delegates.

WHEN you report on a convention you are always looking for a "lead." What was the high spot? At North Platte it seemed to be the resolutions that (1) called for continued conservation of the range, (2) simplified and decentralized federal land policy and (3) protection of the health of our livestock.

These resolutions look simple enough, but actually they are seriously complicated—the first by the DeVotos and Carharts who have managed to make out a fictitious case against the stockman

as a despoiler of land. President A. A. Smith in his address said bluntly that ranchers practice conservation. As a concrete move to give publicity to that fact, the resolution was adopted.

No. 2 hits at bureaucracy, or at least at the overpowering, arbitrary bureaucracy. The resolution asks for decentralization and such local autonomy as is practiced in the Bureau of Land Management—a request that the government take the citizen into its confidence and cooperate with him in working out common problems.

In expression, No. 3 involved the success of the eradication campaign in Mexico against foot-and-mouth disease and the problem of keeping our protective sanitary measures intact by barring animals from the use of Swan Island quarantine station if they originate in foot-and-mouth disease infected countries.

These sound declarations reflect the constructive temper of the convention.

PRESIDENT A. A. SMITH, whose ranch at Sterling, Colo., was among those hard hit by the storm, said that meat production, though lower than a year ago, is still on a high level when compared with pre-war output. In 1948



Many details of a program or discussion are ironed out by small groups gathering between sessions. Leon Weeks (left), secretary of the Idaho Cattlemen, Boise, meets with A. R. Babcock of Moore, a past president, and Milford Vaught of Bruneau, a director of the state association.

supply would be greater and he referred to imports from Canada which in the latter part of 1948 amounted to an equivalent of 162,500 head of cattle. He felt that these imports were a factor in the recent decline in beef prices. The price peak, he indicated, is now behind us and "we must look ahead to the time when we may again need greater promotional activities to keep our product before the public in a favorable light. . . . Margins should be reduced all along the line. Otherwise, there is danger that our product will be priced out of the market."

He hit at proposed price control, or stand-by authority for it, which is "even

A convention brings together the stockmen of different sections of the country to discuss their common problems as well as those peculiar to their respective areas, and to adopt plans for united action. Here are (l. to r.) Louie Horrell of Globe, Ariz.; Tom Arnold of Valentine, Nebr., and Henry Boice of Tucson, a former American National president. Mr. Horrell is chairman of the National Forests Advisory Committee and Mr. Arnold is chairman of the Transportation Committee.



the country produced 21.5 billion pounds of meat. He admitted that even more meat could have been consumed, since high income continues to stimulate demand, and "many people believe that with our growing population we can support larger cattle numbers."

For 1949 he believed that the meat

more objectionable." The supply and demand situation, he said, was in the process of adjusting itself, and any controls now can have only harmful effects.

About soil conservation the president said that both by nature and by necessity the livestock producer is a true conservationist. "He would no more delib-

erately ruin the property on which he depends for his livelihood, and which he hopes to pass on to his children, than the manufacturer would deliberately tear down the plant in which he operates."

The sessions were opened with an invocation by Rev. Harold M. Mallett, pastor of the Presbyterian Church at North Platte. Addresses of welcome were made by Mayor George B. Dent, Jr., and Sam R. McKelvie of Valentine, Nebr., a former governor of the state who spoke in the place of Dr. C. R. Watson of Mitchell, Nebr., president of the Nebraska Stock Growers who was delayed by the storm. Mr. McKelvie

advocated greater all-around association support by all stockmen. Bruce Brockett of Rimrock, Ariz., responded, talking about the public relations committees of the association. Through it, he said, we can do much toward bettering our relations with the government and the public.

THE report of Executive Secretary F. E. Mollin stressed the need for tariff protection for the industry. He pointed to significant changes taking place in world trade. Imports of live animals from Canada without limit at the 1½-cent rate, dressed beef shipments and canned meat from the outside in the year 1948 (with not all the months tabulated) amounted to the equivalent of 750,000 head of cattle. These increased imports indicate that we are approaching a showdown in tariff, he said. He felt that stockmen should call for restrictions on the reciprocal trade program which has left the cattle industry with no real protection at all. "Some machinery should be set up which can be brought into play immediately when imports threaten the domestic market."

The secretary also suggested that importations through the Swan Island quarantine station be made to exclude animals that originate in countries having foot-and-mouth disease. He commended the Packers and Stockyards



Giving facts to the press. Many newspapers and other publications had representatives at the meeting, to gather and pass along such information about the industry to the public. Here we see (l. to r.) Clarence Currie of Livermore, Colo.; R. W. Fenwick of the Denver Post; Bruce Brockett, Rimrock, Ariz., member of Public Relations Committee and Republican candidate for governor; L. R. Houck, Gettysburg, S. D., member of the executive committee.

Administration for effecting economies that have led to the posting of additional markets without the necessity of additional appropriations.

Forrest Cooper of Lakeview, Ore., counsel for the Interstate Association of Public Land Counties, suggested that Congress provide an opportunity to examine fully our existing federal real estate inventory by forbidding further acquisition of land for a five-year period, except for certain emergency use. Said he, "The power to withhold a vast acreage from a fair rate of taxation or in a tax exempt status will destroy local government just as surely as the power to levy a direct tax without limitation." "Public lands," he stated, "consume taxes; private lands produce (them.)"

The government owns about 50 per cent of the land in the 11 western states; and in recent years the percentage of federal ownership in California has jumped from 39 per cent of the state area to 47 per cent.

"Every one of you, from Florida to Wenatchee, is a federal taxpayer," Mr. Cooper said; "You and your neighbors should be interested in this problem on a nation-wide basis for the reason that



Convention hosts with smiling faces. W. A. Johnson of Alliance, secretary of the Nebraska Stock Growers; Mrs. Mose Trego of Sutherland, head of the Nebraska CowBelles.

as the federal land inventory grows, the taxes at both the local and national level of every citizen likewise grow."

WITH high employment and record pay, there is little likelihood of overproduction on beef in the coming months, was the opinion of F. W. Hinkhouse of West Liberty, Ia., president of the Iowa Beef Producers Association. He set forth a number of signs of the times: (1) That steel output, considered a reliable barometer of business conditions, has been at a record peacetime level; (2) That there is a relatively small rural mortgaged indebtedness, with banks in sound condition and 95 per cent of the accounts up to \$5,000 insured; (3) That the outcome of the battle against foot-and-mouth disease in Mexico could have far-reaching effects. ("If vaccine wipes out the disease, surely there will be an effort made to supplement our diminishing beef supply by imports from sources where the product

is now barred"); (4) That figures show marketings of meat animals are expected to increase from the third quarter of 1949 to the fourth quarter. "Those of us in the business know that if purchasing power should be on the decline at the same time that supply has increased, even though it be temporary, a considerable change of prices could result."

The speaker said that the government loan price of \$1.40 per bushel on corn in his home county has caused some men who might otherwise feed their crops to refrain from taking a chance on a falling cattle market as long as they are assured a satisfactory return on the corn through government agreements.

This is a matter which President Smith also referred to: "While cattlemen have not been directly interested in support prices, we must now recognize that the support price levels on feed grains are of real importance to us."

THE coordinator of the U. S. - Mexico foot-and-mouth commission, Gen. H. H. Johnson, told the stockmen that "while all of us in Mexico feel that this entire project (of eradication) is in the nature of an experiment, we are all enthused about its chances for success. Without the complete cooperation of both sections of the commission and of the Mexican and the United States governments, the program would have no chance of succeeding." Encouragement was taken from the fact that up to now no active infection has been discovered in any area released as clean by the commission.

The general's address was a comprehensive description of how the vaccination program is progressing; what personnel is employed in carrying out the plan; the staff setup in the field; the steps involved in producing the vast amount of vaccine used, etc. Present output of the latter at this time is 1,800,000 doses a month; the goal set for June of this year is 3,750,000 doses monthly. The speaker had something to say, too, about the great care taken, through disinfection, etc., to avoid infecting any new premises and to keep newly cleared areas clear.

R. C. POLLOCK of Chicago, secretary and general manager of the National Live Stock and Meat Board, pointed out some of the aspects of keeping the livestock industry a successful one in this country where, although the population is only about 6 per cent of that of the world, in 1947 35½ per cent of the world's meat was produced. The 18 per cent, in turn, of the nation's people who put out this meat supply totaling 23,435 million pounds have with them the continuing question of why some animals do better than others; the rising production costs on ranches and

Mr. and Mrs. John Guthrie of Porterville. (Mr. Guthrie is the former president of the California Cattlemen's Association.)



Attorney Forrest Cooper of Lakeview, Ore., a convention speaker (at left) and Floyd Lee of San Mateo, N. M., executive committeeman.



Hubbard Russell of Maricopa, Calif., National past president, (left) with Executive Committeeman Louie P. Horrell of Globe, Ariz. Looks like pretty serious conversation.





Golden State Special: (l. to r.) Jake Schneider of Sloughhouse; Robert O. Johnson of Sanger; John Guthrie of Porterville; Clyde W. Johnson of Fresno; Loren C. Bamert of Lone. Messrs. Schneider and Guthrie are executive committeemen of the American, Mr. Bamert the first vice-president.

farms; livestock diseases. Mr. Pollock stressed that "the importance of research cannot be over-estimated.

In citing the problem of "more people and less land," Kent Leavitt of Millbrook, N. Y., said, "It is a problem that involves the growing pains of our great country . . . that involves a great deal of pulling and hauling between different segments of our society and economy." Mr. Leavitt, the president of the National Association of Soil Conservation Districts, continued: "The power of the vote lies with the people in a democracy, and some of these influences have more votes than have we as land owners and operators; (four out of five voting people in America are not land owners and operators); in working out our problems we must consider these things."

Basically, said the speaker, "What we have (here) is a population of 146,000,000 and a little more than 3½ acres of good land for each person. But our population is increasing at the rate of 2,000,000 a year, and if we can believe the technicians of the USDA we are losing 500,000 acres a year from our good land by erosion of one kind or another. Some day in the future those two lines are going to cross and at that point our civilization is apt to go down. History is full of examples of great countries of the world who have turned their eyes away from their agriculture and great civilizations have gone down because they have misused their lands."

Mr. Leavitt sees a solution not in changing the conception of ownership of land—from one of ownership in fee simple "to do as you see fit," to one of trusteeship.

He strongly recommended development of a new science of proper land use, which Americans have built up to a greater peak than any other nation in the world. He saw three possible ways of applying this science: (1) mandatory legislation; (2) bribery; (3) united na-

tional effort—by far the most desirable method.

S**P****E****A****K****E****R** W. A. Netsch, vice-president of Armour and Company, feels that "price and profits are the motives that can be depended on to bring about necessary production" (of meat)—not controls, coercion and regulation. He stated also that the outlook looks bright for the livestock and meat industry because of the rapidly expanding human population "and the fact that for many years we will have an increasing number of young people, who are the heaviest meat eaters. Also there are good prospects for a continuing high level of consumer income."

Opposed to sitting back and glorying in such a status quo, Mr. Netsch suggested rather that "now is the time to begin an aggressive program for expanding our beef production. It is not enough just to maintain present levels or to let nature take its course. We should have a goal and a program for attaining it." He urged reduced costs and increased efficiency as a means of maintaining and increasing profits on a larger volume even at lower prices. He declared we should be building a broader and more permanent base for our meat consumption. If we can increase production and make more meat available at lower prices, we can get a larger portion of our population into the habit of including a desirable quantity of meat in their diets at all times. "The best defense," said Mr. Netsch, "is a good offense;" if a business remains stationary it necessarily must start shrinking, and aggressive leadership and action are needed to keep it growing. New ideas, practices, grasses and crops were held out as means of continuing progress at a profit.

C**O****L****O****N****E****L** Paul P. Logan, director of food research for the National Restaurant Association, contributed to the

program a thorough, concise description of the work involved in feeding the public in this country's more than 500,000 eating establishments. The industry is, incidentally, a 12-billion-dollar one which provides employment for one out of every six workers engaged in retail business.

Long experience has shown that an efficient restaurant operator "should show a food cost not above 45 cents out of each sales dollar and a labor cost of not over 30 cents" if it is to be financially successful. Volume was described by Colonel Logan as the first and most essential factor in continuing in the restaurant business.

Fabricated meats offer great possibilities for helping out the restaurateur, and much research has been conducted during the past few years in this connection. Some troubles remain still to be cleared up in this respect, but headway is being made.

As for the world food situation: "The world's experience in starvation diets has caused all non-sufficient nations to strive for increased food production under planned management which will take cognizance of basic soil and water resources. The result of this fine work—and American generosity—makes the '49 outlook good."

The American Meat Institute expects that for at least the major part of the year, there will be a continued strong demand in this country for meat, he said.

J**A****C****K** **F****O****S****T****E****R**, editor of the Rocky Mountain News at Denver, devoted his address before the convened members of the American National in the main to the problem of bettering relations with the government bureaus that manage the public lands. "It's a subject," he said, "that has aroused bitterness and anger among stockmen ever since they expressed their eagerness several years ago to expand their grazing privileges, and men such as Bernard DeVoto . . . retorted that the stockmen were



A. B. Snyder (right) of North Platte, Nebr., an olden-day trail driver who said this year's winter is the worst he has seen in three-quarters of a century. With Mr. Snyder, at left, is **E. E. Clark**, also of North Platte, chief investigator of the Nebraska board of stock inspection.

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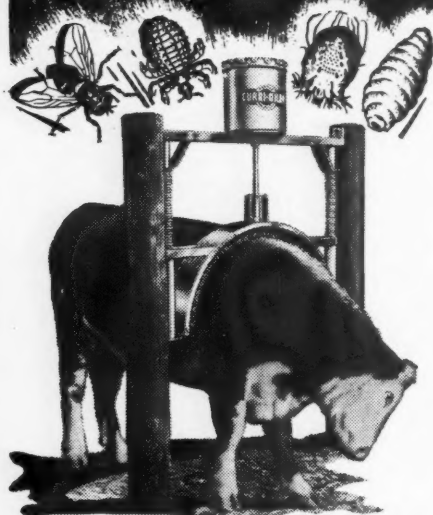
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trying to destroy the West."

The stockmen were characterized by the newspaperman as "one of several classes of pioneers who came out to this new country, worked prodigiously hard, produced food and their own livelihood on the land, learned year by year better methods of preserving the range, and improved the breed of cattle and sheep tremendously.

"They have had good times and they have had bitterly bad times. But their homes are on the range, and they hope that their children's homes will be on the range. So it is ridiculous to charge, as the DeVotos and the Walton Leaguers charge, that in seeking to expand their activities on federal lands they are stubbornly set on a course that is designed to bring down the wrath of the Sahara on us."

Mr. Foster suggested the setting up of non-partisan, non-government-dominated boards to hear the appeals of ranchers who feel they have been treated unfairly in the issuance of grazing permits, and he expressed sympathy for the ranchers' desire to establish some stability in the issuance of permits on federal lands.

Representing the junior American National group was retiring president Ellis

Mercer of Mammoth, Ariz., who reported on the progress in the junior organization—growing in two years from a membership of two state associations and 200 individuals to an organization with 10 state associations and more than 1,000 members.

Committee reports were given by Loren Bamert of California, E. L. Jameson of Arizona, Jay Taylor of Texas, Thomas F. Arnold of Nebraska and Chas. Murphy of Colorado, together with those reported below.

A. A. SMITH of Sterling was retained in the presidency and Loren Bamert of Ione, Calif., re-elected as first vice-president. A new group of second vice-presidents was elected as follows: Charles Myers, Evanston, Wyo.; J. M. Cartwright, Phoenix, Ariz.; Jack Mansfield, Vega, Tex.; Carl Malone, Choteau, Mont., and Claude Olson, Ludlow, S. D.

The convention ended with a good natured argument in which the chief contenders were Irlo Bronson, president of the Florida Cattlemen's Association, Hubbard Russell of Maricopa, Calif., and George Evans of Magdalena, N. M., on the relative merits of Miami, San Francisco and Albuquerque as the 1950 convention city. Miami, Fla. won out.

Committee Reports

THE responsibility of the Public Relations Committee of the American National is "to tell the story of our industry; to tell it interestingly and factually; to try to shape public opinion by sound and constructive effort." In his report before the convention, Chairman Alan Rogers of Ellenburg, Wash., said, "We have tried to use an approach that could not be assailed, an accuracy that included no half-truths or distortions. We have committed ourselves to a policy of (presenting our story) in a way that was vigorous without being quarrelsome."

"The greatest concern on the part of most stockmen was the bad publicity which they had been receiving; many thought that an immediate counter-offensive was the proper approach, not realizing that any individual dispute was but one of many problems in a public relations project." Mr. Rogers then proceeded to delineate the route by which the committee arrived at a course of procedure—by (1) an appeal to stockmen; (2) an appeal to livestock producing communities; (3) the national approach. Education and awakening interest were involved in each of these phases of the program. A great deal of travel and speech-making, to inform individuals, groups and organizations, helped lay a foundation for the work planned. Increasing interest in, and financial support of, the public relations job has resulted. Mr. Rogers cited the constant stream of material, including news releases, sent to state associations paigns. A speaker's kit, developed for

use by radio speakers and writers of articles, is a surprise "best seller." An office set up at Sheridan, Wyo., in charge of F. H. Sinclair, has kept increasingly busy preparing and circulating the vast amount of copy which it is requesting aid in their own local cam-



Tom Arnold of Nenzel, Nebr., a director, and Sam R. McKelvie of Valentine, the president of the Sandhills Cattle Association, which organization, with the Nebraska Stock Growers, was host to the chuckwagon dinner enjoyed by guests at the annual convention in North Platte on the first evening.

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expected will have a better opportunity to reach the American public through the press in 1949—now that it will not have to compete so strongly with “the political matters with which newspapers were flooded at a time when there was an extreme shortage of paper.”

The public relations head concluded that “Only the spadework . . . has been done this year—much more remains to be done in the future.”

Tax Report

The report of Frank S. Boice of Sonoita, Ariz., the chairman of the National Live Stock Tax Committee,

opened with a brief outline of the events leading up to formation of the committee some four years ago. At that time the Bureau of Internal Revenue was “attempting to change an industry custom (of many years) of keeping inventories—the custom of keeping the unit value of your livestock on the inventory at a constant value, paying no attention to the fluctuations of the market.” This had been an industry practice for many years and returns had been accepted all that time on that basis.

The committee (which is not a committee of the American National but in-

cludes representatives of the sheep and breed associations) succeeded in securing regulations which allow a livestock producer to inventory his cattle at a unit livestock price.

The capital gains ruling is another problem which has faced the committee, which is trying to get it enacted by the Bureau into permanent legislation.

Still another consideration is that of soil and water conservation, brush control and the expenditures therefor. An effort is to be made to have such expenditures for range protection deductible in the year in which they are made.

Land and Agricultural Policy of U. S. Chamber of Commerce

A resolution adopted at the North Platte convention commended the United States Chamber of Commerce for its policy on public land and agriculture, and recommended that all members acquaint themselves with the program of the Chamber, which the PRODUCER publishes herewith:

PUBLIC LANDS

Acquired Lands. The Surplus Property Act should be repealed with respect to disposition of lands and new legislation enacted applicable to all “acquired lands” in order to provide:

(1) That all acquired lands not necessary and useful for a clearly defined governmental purpose be disposed of;

(2) That in case of sale, all lands so disposed of be sold in fee simple without the reservation to the government of mineral and oil or gas rights.

Continued acquisition of real property by the federal government imposes severe burdens on many communities through the removal of such property from local and state tax rolls. Wherever possible, the federal government should lease or contract for the use of lands it requires rather than acquire fee simple title thereto.

USE AND OWNERSHIP

The federal government owns nearly 500,000,000 acres of land, about one-fourth of the area of the continental United States, and the trend is upward. In the 11 western public land states it owns over 54 per cent of the combined area. The tendency toward large-scale extension of federal land ownership should be limited to areas that are needed to round out existing federal holdings or to serve a public purpose that cannot adequately be met under state or private ownership.

Certain lands owned by the federal government are now devoted to, or available for, watershed protection, forestry and forest products, agriculture and grazing, mining, wildlife and recreation. These lands should be so administered as to preserve their highest use and fullest conservation. Where, in line with this principle, agricultural and grazing uses are the predominant values of such lands, the ultimate objective, as has been the case with agricultural lands in the past, should be to make them available for private ownership unless it is clear that such ownership is not in the public interest.

GRAZING RIGHTS

Consistent with the protection of the public interest and sound conservation practices, grazing permits upon federal lands should afford such security of tenure as will serve to stabilize the use of such lands by the livestock industry, and should give due consideration to the permittee's previous use of such lands.

GRAZING DISTRICTS

In the administration of grazing lands the principle of participation of local residents in administration of grazing districts should be encouraged and extended.

FORESTRY

In order to preserve this great natural resource, support should be given to properly organized efforts to reduce forest destruction by fire, insects and diseases.

It is a sound national policy to retain the bulk of forest land in tax-paying private

ownership. Only where submarginal lands cannot be economically maintained and satisfactorily managed in private ownership should they be taken into public ownership—primarily by the states and secondarily by the federal government.

NATIONAL PARKS AND MONUMENTS

As national parks and national monuments lock up all resources within their boundaries, the establishment of monuments, like the establishment of parks, should be exclusively in the hands of Congress and all further extension of parks and monuments should be made only with the consent of the legislatures of the states concerned.

NATURAL RESOURCES AGENCIES

The states themselves should make adequate appraisal of their natural resources and maintain their natural resource agencies—particularly those dealing with forest and mineral resources—at high efficiency, staffed by well-trained personnel and free from political interference.

AGRICULTURE

Management and labor in other industries can aid in the solution of the problems of agriculture through the maintenance of conditions which tend toward sustained maximum consumption of the products of all industries. Because of their possible effects on agriculture, governmental policies affecting other industries, particularly in the fields of foreign trade, labor relations and taxation, should be carefully appraised.

Any long-range program for agriculture designed to aid in stabilizing the agricultural industry and in promoting its prosperity should provide for the voluntary adoption by farmers of such land uses, type of farming, crop and livestock programs and such other practices as will contribute in the largest practicable degree to the conservation and improvement of soil and water resources and at the same time reduce the danger of a volume of products in excess of effective demand.

In the interest of preserving individual initiative and freedom of action in agriculture the primary responsibility for the effectuation of these programs should devolve on the producers individually and as a group, as it is they who determine the production and marketing programs which can and should be carried out on their individual farms and who determine the balance of supply and demand which will be attained.

Any federal incentive payments that may be provided should be conditioned on progressive accomplishments of a permanent character.

Any federal aid or price supports should not be in such amounts or of such a nature as will give encouragement to production beyond the amount which can be marketed at equitable prices. In order that the responsibility for adjusting supplies to demand may be fully exercised by producers, there should be no inducements offered by government which weaken the observance of producer responsibility.

If any governmental financial aid is given to producers in adjustment of agricultural production, it should be limited to that portion of the crop which is domestically consumed. In finding means for any such financial aid, resort should not be had to any form of processing taxes, the inequities of which have been amply demonstrated.

CREDIT

Our private financial and economic system

should be left free to develop its full strength.

All farm credit operations of the federal government should be concentrated under the control of one agency.

The Farm Credit Administration should be separated from the Department of Agriculture and returned to its former independent status. The endeavors of emergency agencies in the field of agricultural credit to compete on a permanent basis with the normal sources of credit should be discontinued.

There should be adherence to the original policy of farmer control of federal land banks, with active management by representatives of the stockholders, subject to supervision by a federal agency. Changes in existing law should be directed to returning the supervisory agency to an independent status and limiting its authority and functions to examinations and reports, general regulations that will promote uniformity in procedures for protection of the interests of borrowers, investors and the government, marketing and redemption of bonds in order that the 12 banks may have the benefits of volume transactions and skilled services. There should be no change in the law increasing the government's obligation on account of the land banks.

The Federal Land Banks, in transferring lands, should not be permitted to reserve any mineral or royalty rights.

Loans by government on crops should be made only at values substantially below the market range and on a basis that will not interfere with the free movement of grain to the feedlots or of food supplies and fibers to the open markets.

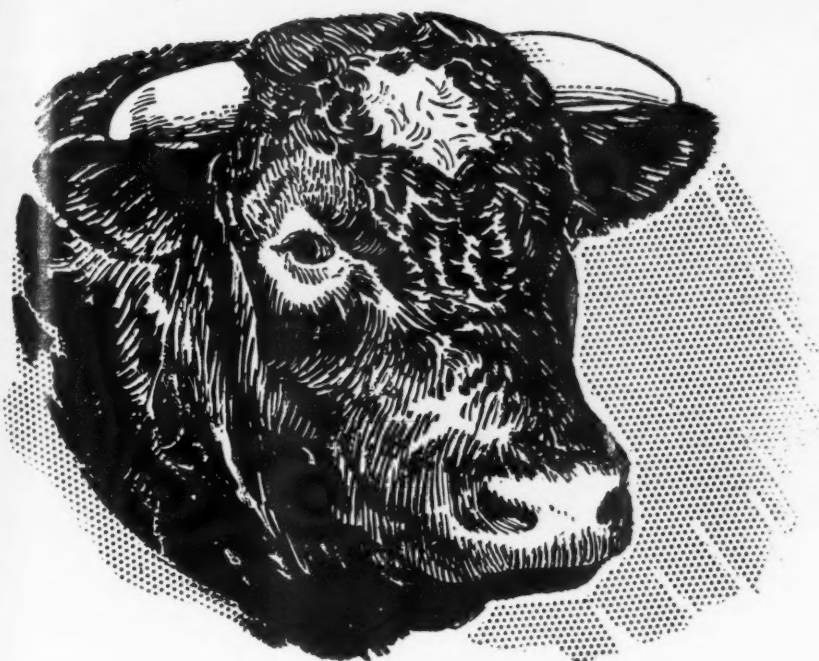
SOIL CONSERVATION

Conservation of soil and water resources is a national problem. The preservation of our natural resources is essential to the preservation of our nation. One of our major problems is to rebuild and conserve our soil.

The size of our national debt and the resulting tax burden demand the cooperation of all groups in eliminating duplication, overlapping and unnecessary expense in such governmental operations. There is no justification for costly soil conservation programs, operations and inefficiency resulting from duplication and conflict in administration of departmental programs. Today there are several different government agencies engaged in soil conservation work. An appraisal of the progress being made reveals duplication and overlapping by these various agencies. A program of conservation of soil, water, grazing and forest resources should be designed to serve a maximum of conservation with a minimum of expense.

That this may be accomplished, there should be decentralization of program planning and operation of conservation programs with authority and responsibilities placed in bona fide local, district and state farmer committees. Assistance to farmers must be provided in developing farm plans and providing technical and advisory assistance to individual farmers, county agricultural conservation associations, soil conservation districts and reclamation and irrigation districts. Informational, educational and research work of such programs, in addition to being decentralized, should be placed under the Extension Service and the land grant colleges of the individual states on a grant-in-aid basis.

We recommend the adoption and approval of the above public land and agricultural program of the United States Chamber of Commerce.



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THE finance committee, with Huling Means of Silver City, N. M., as chairman, recommended that the association employ a stenographer for full-time work in soliciting members for the organization with the suggestion that increased dues be solicited from sections which are not now carrying their fair share of the load.

Forest Report

The forest committee, through Louie P. Horrell of Globe, Ariz., (1) recommended that in the selection of a forest advisory committee the president consider naming elected advisory board members in states having such boards and appointees of the state cattle growers association in states not having elected board members; that as much permanence as possible be given to the committee, and that the board appoint four men to a joint committee to serve with a wool growers committee; (2) said that it had no objection to revision of Forest Service regulations pertaining to war veterans' non-use privilege; (3) had no "further suggestions" on revision of forest regulations relating to formal hearings; (4) did not believe the proposed change of regulation on sales and transfers will correct the abuse of trans-

fer cuts; (5) recommended that the former responsibility clause in permits be reinstated; i. e., negligence must be proved before application of the liability clause.

The committee on brand, theft and sanitary regulations recommended that all states send a representative to the brand conference to be held in Sheridan, Wyo., in June which will discuss uniform brand regulations, and recommended use of vaccines to curtail losses from pulmonary diseases and shipping fever. The report was given by Noah Ward of Baton Rouge, La.

Storms Batter West

THE term "weather-beaten" has taken on a sadly literal meaning during past weeks for western stockmen and their animals. As machinery started grinding into action to deal with the situation, total funds of \$3,000,000 were expected to be appropriated by state and federal agencies for emergency relief. On Jan. 24 President Truman appropriated \$100,000 for aid to isolated Indians and stockmen; several days later he upped this by another \$200,000 appropriation.

Among assistance measures were the employment of the army's "flying box cars" to reach some of the worst isolated range areas with hay dropped to starving cattle and sheep. The air force was also flying food to ranches that could not be reached by land, and carrying snow-fighting equipment—all of which admittedly could only scratch the surface. The Forest Service announced that it would use all its road-clearing machinery to open the way to ranges adjacent to its forests.

Senator Joseph C. O'Mahoney of Wyoming declared on the 19th that the Forest Service, the army and the Public Roads Administration were co-ordinating every effort to help clear blocked roads interfering with the movement of feed. Harry Reed, director of the livestock branch of the USDA was in charge of these activities.

The Chicago Union Stockyards and the livestock exchange in a wire to the American National asked how they could help and other yards, commission firms and railroads offered assistance. Local groups and individuals were lending immediate, strong help. In the final analysis, it is the stockman's own fortitude that really counts the most.



A GRAPHIC EXAMPLE of how high winds during the recent blizzard piled snow in tall drifts against buildings, over fences and across the open fields. The picture was taken on the William Reagan place northwest of Sterling, Colo.



IN THE WAKE of the Colorado blizzard. A shot that gives some indication of the damage and the desolation left by the gale-like winds sweeping across the range. In their path, dead and dying stock which had no shelter from the freezing cold and no defense against slow starvation.

The President's Annual Address

WHEN THE WAR ENDED MORE than three years ago, we all had high hopes that by this time the world would be settled down into a peacetime economy with the major efforts of all countries devoted to erasing the ravages of war and bettering the living conditions of their own citizens. Instead, today we find a state of chaos throughout the world; the shooting war replaced by a so-called cold war, and confusion and uncertainty rampant everywhere. In our history, while we have had years of financial prosperity unequalled in our history, while we have employment and national income at all-time record highs, we have not been able to escape the effects of the turmoil that surrounds us on all sides; we wonder how long it will all last.



President
A. A. Smith

Meat Production

There has been a great deal of misunderstanding as to current volume of meat production and per capita consumption. Press reports have frequently referred to a sharp reduction in live animal numbers and in meat supply. Actually, current production is still on a relatively high level and it is only by comparison with the year 1947, when slaughter was very heavy and per capita consumption the heaviest in 40 years, that it is made to appear otherwise. I do not wish to burden you with a lot of sta-

tistics, but I would like to say that the estimated per capita consumption of meat in 1948 of 145 pounds, while 10 pounds below the extraordinary figure of 1947, compares very favorably with the 138-pound average consumption in the three pre-war years—1939 to 1941—or with any recent pre-war figures. The total production of meat in 1948, estimated at a little less than 21½ billion pounds, is still far above that of any year preceding 1942, when the war demand and rising prices spurred farmers and ranchers to put forth extraordinary efforts to increase production. It must be remembered that the potential of meat production for 1948 was greatly reduced by the very short corn crop of 1947, and it is surprising that despite this short feed supply and resultant high prices there was no greater reduction in the amount of meat available to the consuming public.

The Demand Situation

It is true that the supply which I have pictured above, while considerably greater than our normal peacetime requirements before the war, has still not been fully adequate to meet the current demand for meat. There is little question but that the demand has been greatly stimulated by the experience of war workers who, with greatly expanded incomes, found themselves able to live on a much higher plane than formerly. The continued high national income has extended this extraordinary demand and I will later discuss what we can do as an industry to meet it.

Livestock Numbers

Much the same misunderstanding that has existed with regard to meat supply has likewise applied to livestock numbers and particularly to cattle numbers. The peak in cattle numbers was reached on Jan. 1, 1945, with a total of approxi-



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mately 85,500,000 head, but the peak in numbers of beef cows and heifers two years old and over was not reached until Jan. 1, 1947, with 16,469,000 head. Out of the total decline in cattle numbers of some 7,000,000 between Jan. 1, 1945, and Jan. 1, 1948, the decrease in beef cows and heifers two years old and over was only 409,000 head, so potential beef production is still near the all-time peak. In mid-1948, predictions were made that there would be a further reduction in cattle numbers, during 1948, of 2,000,000 head or more. While the final answer will not be available until shortly after the middle of February, the sharp reduction in cattle slaughter during 1948 as compared with the peak year of 1947 (from 36,100,000 to an estimated 31,900,000) would seem to cast doubt upon the reduction's being nearly so great as indicated above.

As we look back over the record of the war years and the period since the war, I think we can say that the livestock industry—and particularly the cattle industry—has done a magnificent job of production. It supplied meat for our armies and our allies in quantities never before approached and has continued

since the war a relatively high rate of production without, as stated above, any substantial decrease in the breeding herds. There has been some liquidation of beef animals outside the breeding herds.

Canadian Imports

With the removal, on Aug. 16, 1948, of the ban imposed by Canada against the export of cattle or beef products to the United States, our domestic supply has been substantially augmented from the source. Up to the 22nd of December, 1948, the imports of cattle and calves amounted to 263,951 head. Up to Dec. 18, 1948, the imports of dressed beef and veal were 81,206,000 pounds, or approximately the equivalent of 162,412 cattle, making a total of approximately 426,363 head. Undoubtedly, these imports have been a factor, coupled with seasonal declines and uncertainty over the election, in bringing about the substantial decline in beef prices that we have witnessed in the past several months.

Price Controls

Surely the whole current livestock and meat situation, as I have portrayed it above, does not lend any support to the

demand which is coming from various groups—labor, political and consumer—for the re-imposition of price controls on meat in particular. Last year, President Truman's ten-point program which he presented to Congress and reiterated from time to time, included such a proposal. Now that the election is over, the President again has indicated that he will ask for standby authority to impose price controls on commodities as he sees fit. I consider such standby authority even more objectionable than a straight-out price control measure, bad as that would be.

It is generally conceded that agricultural prices have passed the crest and in many cases (as in cattle and beef) the decline has been very substantial—as much as 25 per cent on some of our products. We believe that the supply and demand situation is in the process of adjusting itself and that interference on the part of the federal government in an attempt to impose wartime controls upon a peacetime economy can have no other but harmful effects. It certainly will reduce production because feeders would quickly begin to liquidate rather than run the risk of feeding high-priced grain to high-priced livestock, without any knowledge of what the administration might do if granted the standby price control authority that it is seeking.

Likewise, it would destroy any incentive on the part of producers to increase production. It would certainly re-establish the black market, such as flourished practically unchecked during the latter days of OPA, to the profit of the racketeers only. It would penalize alike both producers and consumers. We recognize the fact that if war returns arbitrary controls will come immediately, but if they do come we want them straight across the board with no picking and choosing as to commodities or groups to be favored or penalized.

Costs Up, Prices Down

History records the fact that a break in agricultural prices is usually the first step in re-adjustment to a more normal price level following boom periods such as we had at the close of the first World War and again 10 years later, and such as we are now having. Unfortunately, history also shows that as agricultural prices drop there is a considerable lag in the re-adjustment on the things that farmers and ranchers have to buy. Already there has been a drop of 11 points between October, 1947, and November, 1948, in the ratio of prices received to prices paid by farmers and ranchers. It stood at 114 a little more than a year ago; 14 months later it had dropped to 103, so any advantage that we have enjoyed during and since the war years, in the relation of prices we have received to those we pay, is just about gone. This is another potent argument against any attempt further to reduce arbitrarily agricultural income by control legislation.

What About Increased Production?

First, I would like to refer to the prospects for the year 1949. When it be-

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came apparent that the 1948 corn crop would be very large (and it later developed that it set an all-time record with a total production in excess of 3.6 billion bushels), it was hoped that there would be a very heavy volume of cattle feeding during the winter season. However, it soon transpired that uncertainty over what the future held and reluctance on the part of bankers to finance cattle feeders at prices existing early in the fall operated as a sharp deterrent to the volume of feeding. Consequently, in the period from July 1 to Nov. 1, there was little change in the number of cattle shipped to the principal Corn Belt states as compared with a year ago.

By that time, however, the substantial decline in prices of feeder cattle loosened the sources of credit and encouraged feeders to stock up. As a result, in the month of November there was an increase of almost 50 per cent in the number of cattle moving to the eight principal Corn Belt states—461,000 head in round numbers, compared with 321,000 head for the same month a year earlier—so there will be some increase in the number fed, although not so great as would ordinarily have been the case with the huge corn supply available. In the western states, also, it is reported that cattle feeding is on a higher level than last year.

There has been some liquidation of short-fed cattle due to the sharp price drop; and it now appears that a majority of the cattle on feed are calves and yearlings, so that the beef supply available during the first quarter of 1948 and the first part of the second quarter will be reduced, and the supply later in the summer increased accordingly.

There is little question but that one factor in the reluctance of feeders to take on a big load of cattle under present conditions is the support price for corn. With the high yields resulting from the planting of hybrid seed corn, it is currently profitable to raise corn and sell it at the support price of approximately \$1.45 a bushel and thus avoid the risk of feeding livestock. While cattle-men, as such, have not been directly interested in support prices, we must now recognize that the support price levels on feed grains are of real importance to us. Normally, in the past, approximately 85 per cent of the corn grown was fed in the county of origin and thus our whole agriculture has been largely based on a livestock economy.

If support prices are maintained at a level high enough to discourage livestock feeding and, instead, promote the accumulation of huge surpluses in the hands of the government, then we are taking a distinctly backward step.

While the government, according to reports, intends to export as much corn as possible for European relief, at best the amounts disposed of will be small in relation to last year's crop. Accumulating in federal hands surpluses of corn that should be fed to livestock reduces

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Milton Simpson of Volborg, Mont., and George Weaver of Livermore, Colo., stoke up on stogies, offered by an attractive (but unidentified) miss.

the amount of fertilizer available for soil building; lessens the outlet available for much other feed that cannot be disposed of advantageously through commercial channels, and, eventually, would pull prices down to a level which, despite any possible support program, could easily be disastrous to all.

In order to make more meat available during the coming year, the government recommended an increase of 17 per cent in the spring pig crop, which would require a 21 per cent increase in the number of sows farrowing. The pig crop report issued late in December indicated an increase in spring pigs of approximately 10 per cent. This shows the same reluctance on the parts of farmers to increase production sharply under current conditions, despite presently a very favorable corn-hog ratio.

Nevertheless, on the whole, it would appear that the supply of meat available during 1949 will be somewhat in excess of last year. As to the long pull, many people believe that with our growing population we can support larger cattle numbers than are currently on hand. Hog numbers can fluctuate quickly in response to conditions; cattle numbers can be changed only over a longer swing of time. With continuing reductions in horse and mule numbers, with sheep numbers at an all-time low and with some consequent shift from sheep to cattle in the West, undoubtedly our western ranges will carry somewhat more cattle than have been considered full stocking in the past.

Generally speaking, the carrying capacity in the West is dominated by the relatively light rainfall. Another deterrent factor is the constant effort of government agencies, and particularly the

Forest Service, to reduce livestock numbers grazed on federal lands. It would appear, therefore, that the major part of any increase in cattle numbers would come in the South and Southeast where rapid strides are being made, both in the improvement of cattle breeds and in the development of better pastures and ranges.

I do not wish to recommend that any individual should increase his own operations. Most ranchers operate at, or near, capacity in order to be as efficient and economical as possible, but I have tried to give you the major factors in the situation so that each of you can exercise his own judgment as to expansion through acquiring additional facilities or otherwise.

No Longer A Sellers' Market

During the war, and until six months ago, we enjoyed a sellers' market, the like of which I am afraid will not soon return. There was a world-wide shortage of almost everything. Those who had the facilities for production of al-

most any commodity had few worries as to price and profit. That is no longer true. Today in our commodity and in many others it is quite definitely a buyers' market. The slowness with which feeders from the Corn Belt took hold of feeding cattle this fall emphasized that fact. The concurrent decline in the market for fat stock gave further proof of it.

While prices are still profitable, in most cases, we must look ahead to the time when we may again need greater promotional activities to keep our product before the consuming public in a favorable light. Certainly it is not too early to start to remove any obstacles to the free movement of our product into consumption. It was natural and inevitable that during the days of the sellers' market, which operated all the way through to the consumer, margins were good. It is important, now that conditions have changed, that margins should be reduced all along the line. Otherwise, there is danger that our product will be priced out of the market. During the war days, a sirloin steak on a dining car was grabbed quickly at \$2.50 per plate. Nearly always, the demand exceeded the supply. Today, with the same steak priced at \$3.75, it does not sell so readily.

Fortunately, in Denver at least—and

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I hope the same condition prevails elsewhere — competition between various chain groups and between the chains and the independent grocers, has operated to bring substantial reductions in retail meat prices. It is my observation that the restaurants and hotels have been slower to pass the reduced cost on to the consumer than have the meat retailers. If I am wrong, I hope Colonel Logan, representing the National Restaurant Association, who will speak to you Thursday morning, can tell us what the current situation is at the restaurant

level. At any rate, it is our duty to do all in our power to protect the increased demand for meat to which I have previously referred and to see to it that through high prices it is not diverted to competitive channels.

Federal Land Acquisition

This afternoon you will hear a talk by Forrest E. Cooper of Lakeview, Ore., relative to land acquisition by the federal government. He is one of the best-posted men in the country on this subject and I urge your close attention to his remarks. No longer is the public land problem a problem only of the livestock industry, nor is it limited to the 11 western states. The federal government is acquiring property all over the country and tax authorities now recognize it as a serious threat to the proper maintenance and support of local and state governments. Every citizen, regardless of his business, should be interested.

Soil Conservation

We are fortunate in having with us also Kent Leavitt, president of the national Association of Soil Conservation Districts, who will speak tomorrow in regard to soil conservation. This matter has been much in the public eye during recent years and particularly in the last two or three years. Many careless writers on the subject, seeking personal profit or promoting what we consider an entirely unsound program of federal ownership, have pictured the livestock industry as a despoiler of the range, and as being wanton and ruthless in its use of the lands it controls—whether they are privately owned or federally owned.

The fact of the matter is that the livestock producer, both by nature and by necessity, is a true conservationist. He would no more deliberately ruin the property on which he depends for his



Mrs. Reese Van Vranken of Climax, Mich., and Will Miller of Topeka, Kan., former secretary of the Kansas Stockmen's Association.

livelihood, and which he hopes to pass on to his children, than the manufacturer would deliberately tear down the plant in which he operates. Livestock producers' general acceptance of soil conservation programs advocated by the National Association of Soil Conservation Districts is proof of that fact. We are interested in real conservation—not in the story-book kind that writers with little or no practical experience talk about. Swivel-chair experts, pseudo-conservationists of one type or another, preach conservation; ranchers practice it.

Public Relations Committee

You will recall that a year ago at Boise we formed a public relations committee. During the convention, both in the executive committee and in the open session, you will receive a complete report of the activities of the committee to date from its chairman, our vice-president, Alan Rogers of Ellensburg, Wash.

There is a big job to be done and we should, at this meeting, endeavor to chart a program for the year ahead that will bring the maximum result possible with the means at our command.

Our Association

It is the function of the American National to do all in its power to coordinate the efforts of its membership—state and local associations, and individuals, alike—on the national level. It is our hope that our member associations, which I am proud to say number more than 125, will accept our program as part of their



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program. That is the way it should be. With the problems now facing the industry, I think we all would agree that we will need this year the fullest kind of cooperation if we are adequately to protect our own interests.

I cannot close without mention of the splendid assistance that has been mine the past year. It has made it a pleasure to serve you. Other officers and many committee members have responded when asked and have given freely of their time and counsel. Various meetings have been held in Washington, Chicago and Denver.

Especially have the members of the

newly-formed Public Relations Committee been generous of their time, having held two well-attended meetings in Denver and one in Douglas, Wyoming.

Those who have served you as president will, I am sure, agree with me in saying that the job would be difficult, if not impossible, without the smoothly-running office of our secretary, Mr. Mollin. He needs not to be urged; he does not only the things suggested to him but the things overlooked by the president. Mr. Hall is an able assistant, growing in usefulness; the office force is efficient and all have been most helpful to me.

Secretary Mollin's Report

IN THIS REPORT I AM GOING TO cover things that I think will not be covered in the various committee reports and in what President Smith has said to you:

It seems to me one of the most interesting developments in the last few months, that affects not only our industry but most branches of the agricultural industry, is the sharp change there has been in the situation with regard to imports and exports. We have been watching this situation closely, of course, ever since the Reciprocal Trade Act was first passed in 1934. I have always felt that that Act has never had a real test because the major portion of the trade agreements had little more than been placed in operation when the various countries of the world began to step up their imports in order to build stockpiles in anticipation of war. The war came, and since then we have had a period of worldwide shortages of almost everything and it was inevitable that when that situation changed and these worldwide shortages began to turn into surpluses we would have an entirely different situation to face.



Secretary Mollin

In our own industry we are affected by what happens to related industries and to the consuming groups of people. I want to call attention to the increased importation of our commodities.

MR. SMITH told you that the Canadian imports from Aug. 16 up to the end of December, or almost the end of the year, were quite a little more than 400,000 head. Unfortunately, while the war has been over for three years the President has never declared the war emergency to be at an end. Therefore the quotas that were established in the second Canadian Trade Agreement and in the Mexican Trade Agreement, which would have limited the importation at the reduced tariff rates of the two major classes of cattle, 200 to 700 pounds, and over 700 to a little over 100,000 head each, every three months, are in suspense, and there is no limit today on the number of cattle that can be brought in

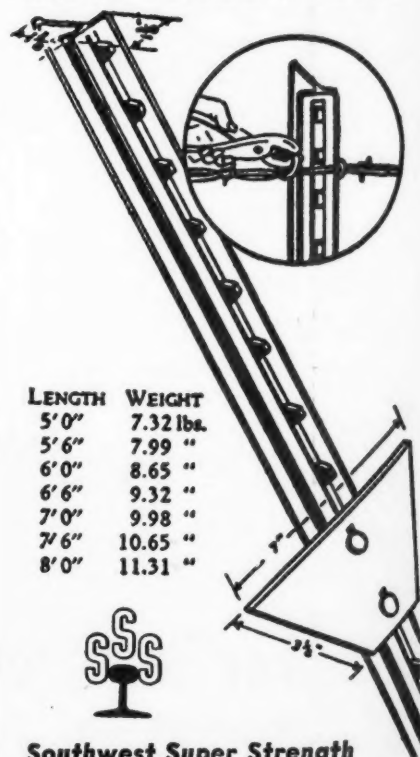
at the reduced rate. We have had more than 400,000 head from Canada and that would be more than the full quota established in the Canadian Trade Agreement for a full year.

It seems to me that the Resolutions Committee should pass a resolution urging that the war emergency be declared at an end and that if the President will not do that, negotiations should be reopened with Canada for the re-establishment of quotas — and I think that would be for the benefit of Canada itself as well as this country. We should also ask for the establishment of quotas on dressed beef coming from Canada, which wasn't a factor prior to the war.

I have tried to find out a little something as to what the prospect is for an ordinary year's importation from Canada. We recognize the fact that there was an accumulation of cattle for export in Canada. They quit exporting beef to England last May and this market wasn't open until Aug. 16. There were various reasons for a surplus being on hand—income taxes, I am told in a letter from Canada was one—they did have

(To Page 27)

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(Secretary's Report, Continued)

more than an ordinary supply to move. I wrote a letter to a friend in Canada to find out what he thought would be the possibility of normal export. To my surprise he suggested, with their reduced cattle population, somewhere between 9,000,000 and 10,000,000 head, that he did not think they would normally export more than 250,000 to 300,000 head a year. I am afraid that figure will be considerably exceeded. They have about one-eighth of the cattle that we have in this country. Our slaughter, with around 78,000,000 cattle last year, was almost 32,000,000 head. If they could slaughter in anywhere near the same proportions to their cattle population they could slaughter 3,000,000 to 4,000,000 head. I am told it takes 1,500,000 head to satisfy their consumer demand. It seems to me we must get something done to better distribute these imports. Unless this is done, eventually of

course something else will have to be done to protect our own industry.

I want also to refer to the imports of canned beef. In the year 1947 the imports of canned beef—largely, of course, from South America—were 4,000,000 pounds; in 1948, 75,000,000 pounds; for the four months July to October, of the year 1948, (I mean the new fiscal year) in round numbers, 60,000,000 pounds, an equivalent of about 300,000 cattle coming in in cans in a four-month period. I haven't any figures later than October. If you would take the total of the cattle and dressed beef that came from Canada and the total in livestock equivalent of the canned beef from South America, we have had imports in a period of an average of about five months of almost 750,000 cattle, and I think that is one reason we are having so much lower prices in the cattle markets.

INCIDENTALLY, it looks as if we are going to have a great deal more competition next year from something besides pork, to which Mr. Smith referred. I picked up a little item the other day in a government report, showing that in November the hatchery production of chickens was 61 per cent greater than in November of last year; and on Dec. 1 the number of eggs in incubators was 80 per cent greater than a year ago.

A news item came out recently quoting President Peron of Argentina as having told a bunch of American congressmen that Argentina practically had foot-and mouth disease licked, and that would appear to be the beginning of a new propaganda effort to get Argentine dressed beef into this country. He told of the greatly increased use of vaccine for the purpose of controlling foot-and-mouth disease and, as I said, he claims they almost had the job done. I immediately wrote to officials of the Bureau of Animal Industry to see if they knew of any real campaign being underway in Argentina to attempt to eradicate foot-and-mouth disease, and they replied that they did not. They know there is more vaccine being produced and used, but so far as they know there is no organized or systematic campaign such as that



Convention guests contribute to a worthy cause. Mrs. H. B. Carlisle of Salt Lake City, Utah, and Mr. H. B. Carlisle of Sage, Wyo.

being conducted in Mexico at this time. I checked on the outbreaks of foot-and-mouth disease in England because that follows pretty closely the pattern of events in Argentina, and I found that in the 11 months from the 1st of January, 1948, to the 30th of November, 1948, there were 11 outbreaks of foot-and-mouth disease in England, and of those eleven seven were in the last two weeks of November. I have written Washington to see if the reports from Argentina show an increased amount of disease perhaps 60 to 90 days prior to the last two weeks in November, but I haven't had an opportunity yet to hear from that inquiry.

Since the war practically all the outbreaks of foot-and-mouth disease in England have been traced to garbage from South American meat. Prior to the war the English very seldom told what they considered the source of such outbreaks. They have been very frank since the war. They have admitted that most of the outbreaks are traced to meat imports from South America.

Just in the last few days we have had reports of the army buying beef in South America for at least part, and possibly all, of its off-shore requirements. Of course they have a loop-hole in the regulations which govern their purchases so that if they consider the cost of the domestic supply excessive compared with the cost of meat they can buy elsewhere, they may purchase at the lower cost. But they seldom, in peacetime, have availed themselves of that opportunity and we are endeavoring to find out more about it. I should have had a wire from Washington from Senator O'Mahoney this morning but it has not shown up so far.

IT SEEMS to me that with this whole picture of increasing imports and of the army going outside this country to buy its requirements, we are fast approaching a showdown in regard to the re-

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ciprocal trade policy of this country. I think that without question the new administration will extend the Reciprocal Trade Act when it expires next June 30. But it seems to me that by that time we might have a situation which would make it necessary to impose some restrictions upon the Executive authority just as were imposed last year. The restrictions were mild, but of some benefit.

It has been stated that the new law would simply grant a three-year extension of the Act and would remove the restriction in last year's law which required the President to notify the Congress if he signed a trade agreement which made a tariff cut below the level which the United States Tariff Commission had reported to him was safe for the American industry. If the reciprocal trade program is to continue, we eventually must set up machinery that will adequately protect American industries, labor and agriculture when imports begin to pile up in too great volume. Such machinery could be provided so that quotas could be established or other means taken of controlling the imports. But if that isn't done, it is my prediction that the reciprocal trade program will blow up in the not too far distant future.

I want to refer to another item that is of interest at the moment. After the first shipment of bulls from Brazil was imported into Mexico the Bureau of Animal Industry, alarmed at the prospect of having bulls from a country which had foot-and-mouth disease come right into countries along our border—and as a matter of fact some of the bulls from that first shipment came into this country—urged the establishment of a quarantine station on Swan Island in the Caribbean Sea. Before the money could be appropriated and the station established, the second shipment of bulls from Brazil had brought foot-and-mouth disease to Mexico. So the principal incentive for establishing Swan Island no longer existed. Last September the bureau put out tentative regulations governing the use of Swan Island. The revised regulations were recently published in the Federal Register and notice given to the public that protests or suggestions about the regulations should be received by Jan. 7. I had a telephone call from Dr. Clarkson just before leaving Denver that the time limit had been extended to Feb. 5. Then he thought it would take at least thirty days more for the department to consider them, and again the regulations would very likely be published, with opportunity for suggestions.

As a matter of fact I think we are going to have ample time to do what I think should be done and that is to rec-

ommend the amendment of the Swan Island Act to prevent the importation through Swan Island of breeding stock from any country where foot-and-mouth disease exists. That would put Swan Island on a par with the sanitary provision of the Tariff Act and would, I believe, fully protect this country. I cannot say what the attitude of the department would be, as to whether or not they would approve such an amendment; but I feel sure they would not disapprove it. I think we ought to ask immediately for the introduction of such a bill, and I believe the major farm and livestock associations of the country would join with us in that effort.

This morning Mr. Blaine gave his usual excellent report to the Executive Committee of the operations of the Traffic Department during the past year. That report has been furnished to all the state associations and to the Transportation Committee, and the recommendations he made will later be published in the PRODUCER. There are several important cases on now, particularly export 168 dealing with the latest efforts of the railroads to increase rates.

There was an item published in Northwestern Territory recently that would have made it necessary for a feeders' certificate to be filed with the railroad within 48 hours after the shipment had moved, in order to get the feeder-cattle rate on any such shipment of cattle. Mr. Blaine asked for suspension thereof and the commission granted it. That is just an example of the kind of work the American National does and it comes from the tariff-watching service. There isn't a single item that goes into these tariffs that affects the livestock industry

that isn't checked by Mr. Blaine and his staff.

IT IS a shame that more of you people do not take advantage of Mr. Blaine's auditing service. There is no charge if he doesn't secure a refund for you, so you can't lose. I am glad to say the amount of his auditing has been increasing. On direct shipment to market centers there isn't much chance of an error, but where you are shipping all around the country to different points, I don't believe there is a man in the room who couldn't secure back in a year's time far more than his dues to the American National would be.

I want to mention briefly a renewed activity on the part of the Packers and Stockyards Administration. For a long time we had about 200 yards posted and there were some 300 more—perhaps more than that—that were eligible to posting under the Act. The administrator of the Act took the position that he wasn't willing to post any more yards unless he could really service them so the posting would mean something. Now, however, he seems to have found a way to make economies in other directions and they are posting a few more of the yards. They are making a survey of the auction yards in Oklahoma, and they are going to come on up to Kansas and Nebraska with the idea of posting any yards at which they find bad practices. I think that the same thing should be applied to any other markets that are not posted. They ought to post as many as they can in order to prevent any bad practices. But it is encouraging to me to find that they have found the way to do it without asking for more money or asking to impose a burden on the industry itself in the way of an assessment.

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William A. Spence

I am not going to say anything about the Forest Service because Mr. Louie Horrell, the chairman of the Forest Committee, will make a report on that.

AS A PART of our work in Denver during the year we have distributed the land map which you have seen published in the PRODUCER. It has been published in numerous other magazines. I think it is safe to say it has appeared in magazines with a total circulation of more than 100,000. We have purchased and distributed about 3,000 individual copies of the map, sending a copy to every member of Congress with a letter. That ties right in with what Mr. Cooper is going to talk to you about in a few minutes. We distributed about 12,000 copies of the Barrett Committee report on Public Lands and 20,000 copies of the Farm Journal reprint on the forest article, and ran 13,000 copies of Livestock and Meat Facts and the major portion of them have already gone out. Those of you who would like to have some of that material will find it available for distribution on the desk at the hotel.

In closing I want to say just a word about the current situation of the association. I don't want you to get a wrong impression about the membership, because we did lose a few two-dollar members last year. Actually the association is in the strongest financial position in its history and I think our moral support is likewise the best it has ever been.

"Fewer Cattle and Sheep"—Says Doane

"—and the longer time outlook is good . . . Livestock production is running behind the population growth." . . . Watch developments—keep in touch with trends by consulting the

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In other words, we were actually losing money in giving membership to individuals upon a payment of \$2 besides sending them a magazine. We are merely cleaning house a little bit. We are going to try this year harder than ever to build it up. We are too far away from too many people to be very effective in soliciting membership unless we can get help from the people at home. I think that can be worked out. I think we can make some progress in that respect. I do feel that the association today is in the best shape it has ever been to meet the problems that will come before it. I am sure it is going to be a busy year and we are going to want a lot of help from you in more than one way.

Recommendations of Traffic Manager

Chas. E. Blaine

IF AND WHEN repeal of the Bulwinkle Law—Public Law 662—is sought, the American National should oppose the action. This was among a number of recommendations made by Charles E. Blaine, traffic manager for the American National. The recommendations are contained in his 20th annual report to the association.

Other recommendations:

Suggested that the association should keep informed regarding the national transportation investigation, which Mr. Blaine explained is a continuing inquiry that did not expire with the 80th Congress but will be a live subject in the present one.

Called for amendment to Sec. 20 (11) of the Interstate Commerce Act, having to do with loss and damage claims. A resolution was adopted on this subject (see Page 9).

That the legislative committee of the association press for amendment to the Railway Labor Act. This was also taken up by resolution at North Platte.

In the matter of feed furnished livestock in transit—that the officers give prompt consideration to the matter so that the proposed meeting with the

Bureau of Animal Industry early this year will be constructive, "thus avoiding the difficulties now being experienced by shippers, transportation companies and others" in the matter.

That the matter of posting public stockyards be vigorously handled with the proper authorities so that all public stockyards will be posted, "thereby relieving the producers from paying loading, unloading and reloading charges."

That, if the railroads refuse to abandon their proposal that feeder or stocker rates apply only when a certificate is signed within 48 hours after delivery of the stock, the association ask the Interstate Commerce Commission to suspend the publication of the proposal pending an investigation.

That members secure the weights of their livestock shipments at destination whenever possible, thus saving substantial transportation charges. If there are no facilities for this, they should make careful estimates of the weights of the animals on arrival at destination.

That the rate situation involved in the proceeding, Cudahy Packing Co. v. Atchison, T. & S. F. Ry. Co., be given consideration and the traffic representative instructed as to action to be taken.

That Congress be requested to furnish the Commission funds to enable it to extend and continue the work of the Bureau of Transport Economics and Statistics, "which will, no doubt, continue to protect the shipping interest by saving them millions of dollars annually."

That the association give serious consideration to the question of intervening in the United States government reparation cases which seek recovery of alleged excess freight charges paid by the government for transportation of war materials during the war. "We do not personally believe that such action (intervention) is warranted."

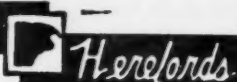
That the organization support legislation which would repeal war excise taxes on transportation.

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A pair of new executive committee members from the state of Washington. Left, Byron Vance of Grandview; right, Fred Wittig of Mansfield.

Observations of an Iowa Cattle Feeder

LIVESTOCK producers are relatively small in numbers as compared with other segments of society in this nation. Paul Smith of Swift and Company has estimated that perhaps only 2,500,000 to 3,000,000 farmers and ranchers have a direct interest in the production of beef cattle. In the economy of any (democracy) an abundance of food is a necessity . . . Only a well-fed man can see the other fellow's point of view . . . Only well-fed people can be free . . . One hundred and fifty years of an abundance of food has caused our people to take food for granted. In fact, we in this country feel that we are entitled to all of the food we care to eat at prices within reach of everyone. . . .

The membership in the various (livestock) organizations (in Iowa) does not have vital questions and problems to knit them together as closely as do you



E. W. Hinkhouse

range men. We have no brand law to be enforced. We have practically no public lands. We commercial operators are not confronted with similar taxation problems regarding capital gains and capital losses as are those of you who have large breeding herds. We do, however, have a common interest with you in the attitude of the general public towards our industry. We feeders heartily approve the work of your public relations committee.

Corn Belt cattle feeders do occupy an important place in the beef cattle industry of the nation. Most certainly we help to spread the marketing period throughout the months when no grass beef is available. Our feedlots serve to act as a sponge or reservoir to absorb a part of the supply of cattle as they come off the ranges from August to November and again return them to trade channels during the months when no grass beef is available.

It is estimated that approximately 4,000,000 cattle are grain fattened annually in the Corn Belt. Of this number, Iowa is credited with about 29 per cent, or about 1,160,000. This is a greater number than the entire cattle population of some of the range-cattle states. From these figures some conception may be gained of the magnitude of the business in which we Iowa cattle feeders are engaged.

Beef producers realize full well that the price of their commodity has been very high. This has been the cause of serious concern for many in the business. . . . While there are no government price

controls, as such, in operation at present, and we most emphatically hope none will be forthcoming, yet there is a situation which is having somewhat the same effect. I refer to the government loan and the purchasing agreement on corn which is in operation at the present time. Under the loan program, a producer in my home county (Cedar County) who has his 1948 crop stored in acceptable cribs may get a loan of \$1.40 per bushel, the note to bear 4 per cent interest and with the provision that the Commodity Credit Corporation will accept the corn as satisfaction of the obligation. The purchase agreement provides that a producer, by contacting his local AAA Committee and by paying ½ cent per bushel, may obligate the Commodity Credit Corporation to purchase his corn or any part of it which he may later decide to sell at the loan price, provided it meets certain grade requirements. Many producers of corn, who would normally feed that corn to beef cattle, thus increasing the supply of beef somewhat in proportion to the supply of corn, has refrained from buying high priced feeder cattle the past several months, preferring not to take the risk of a declining cattle market when he can get a very highly satisfactory price for his corn either through the loan or purchase agreement.

While my experience in the production of beef has largely been that of an Iowa cattle feeder, yet I have seen cattle fattened on many different kinds of feed. I have seen cattle fattened on the by-products of the citrus industry in Florida, I have seen cattle fattened on hay in the "Big Hole" of western Montana; I have seen cattle fattened on the nutritious grasses of our western plains and mountain areas . . . All of this being accomplished without the use of feeds suitable for human consumption!

Nearly one-half of the land of this nation would be useless for the production of food if it were not for the breeders and raisers of livestock who start meat along the channels which end at the dinner table. Grass . . . what a wonderful plant it is! The consumption of it each year produces new wealth. Iowa State College states that in 1942 of all the feed units consumed by livestock, 51 per cent consisted of pasture and hay; 24 per cent of corn; 10 per cent, other grains; the remaining 15 per cent, other forage feeds. Charles E. Burmeister, agricultural economist of the USDA, estimates that beef cattle consume from 6 to 8 per cent of the total corn supply of the nation.

The range cattle producer and the Corn Belt cattle feeder have much in common. We need each other. We are both interested in keeping our herds free from disease, not only from the production angle, but also in order that our product will be readily received by the consuming public. We are equally interested in the economy of our country. We want labor to be well treated. We



Some Texans, a couple of Coloradans and a Nebraskan for good luck. (l. to r.) J. E. White, Jr., Marfa Tex., executive committeeman; Don Collins, Kit Carson, Colo., executive committeeman; Jack Mansfield, Vega, Tex., a new vice-president. (Back row) E. S. Brainard, Canadian, Tex., Executive Committeeman Jay Taylor, Amarillo, Tex. (In stairway) Mose Trego, Sutherland, Nebr.

are both emphatically opposed to work stoppages, of the kind which took place last spring in the plants of those who process our commodity. We are interested in the proper use of the government owned lands in the 11 western states. We want you to have reasonable access to the rich grasses which grow there. You range men want us Corn Belt operators to use properly and conserve the soil in our grain growing areas. The ultimate aim of each of our groups is to supply the consumer with a high-grade, nutritious product.

It is only natural that in the course of the year's events, a difference of opinion should arise as to the price we should pay for the feeders we need and the price you should receive for the animals which you have produced. Undoubtedly, there have been times when the rancher felt that his shirt went with the cattle he sold. Likewise, times have occurred when the feeder felt he had left his shirt on the corral fence. Usually though, an agreement may be arrived at which is mutually advantageous.

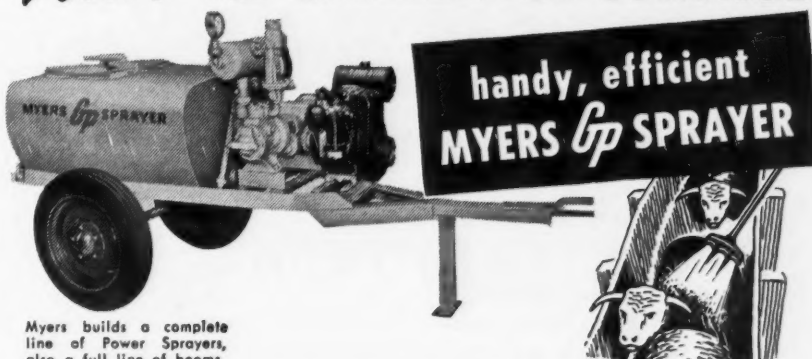
My experience indicates that the rancher who sells calves can be helpful by vaccinating those calves against hemorrhagic septicemia not less than 10 days before delivery date. Vaccination less than 10 days before delivery has been known to be highly unsatisfactory.

The range man has succeeded in producing a highly desirable type of beef animal, one that is outstandingly superior to those produced a few generations ago. You have produced animals with shorter legs, with broader muzzles and heads, with wider backs and deeper bodies. Some now are endeavoring to produce an animal with more weight for age than you previously produced. Others are endeavoring to produce animals which fatten more rapidly and with a greater degree of natural fleshing. Certain breeders are developing what they term "easy feeders." We think this is a very important characteristic, one in which we feeders are tremendously interested.

The movement of feeder cattle into the feedlots, particularly the feedlots of Iowa, during the past season has been contrary to most experienced observers' expectations. As is generally known, even though we did produce a record tonnage of feeds in 1948, the movement into our lots through July, August, September and October was lighter than last year when the corn crop was exceedingly short. This has happened when Iowa and the nation have produced a corn crop exceeding all previous production records. Past history has been that feeders curtailed their purchases in times of financial distress, drouth, partial crop failure or similar conditions. None of these conditions prevailed last fall and yet purchases were exceedingly light until November, when some increase occurred.

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From Arizona, Miss Ola Young recently wrote, "I'd like to ask if any of the members have found a way of eliminating the hard work of feeding cattle . . . which we women do the most of in the winter!"

workers gainfully employed at a very high wage scale. The "take-home" pay was the highest on record during the third quarter of 1948, being a fourth larger than pre-war. We have a decreasing cattle population and an increasing human population. Surely there will be no overproduction of beef in the coming months.

It is generally considered that the production of steel is one of the most reliable barometers of general business conditions. The total steel output for 1948 has been 88,000,000 tons, by more than 3,100,000 tons greater than in 1947—a volume never before attained in peacetime. Furthermore, the industry has greatly increased its production capacity.

Another condition prevailing at present, which we think is worthy of consideration, is that there is a relatively small rural mortgaged indebtedness. Our banks are in sound condition. About 95 per cent of the accounts up to \$5,000 are insured by the Federal Deposit Insurance Corporation, covering approximately 72 per cent of the deposits. This corporation has more than a billion dollars in assets. These assets are invested as are those of the Social Security funds, in government bonds. Surely we will not have a repetition of what happened following the first World War.

Another prevailing condition which

could well have a far-reaching effect on our industry is the outcome of the battle against foot-and-mouth disease which is taking place in Mexico at present. If the disease is wiped out by the vaccination method, surely there will be an effort made to supplement our diminishing beef supply by imports from sources where the product is now barred.

An estimate made by the American Meat Institute, early in November, is that available supplies of meat to the consumer will be sufficient to permit an average consumption per person in 1949 of 143 pounds. However, marketings during the third quarter of 1949 are expected to be sufficient to permit of an average consumption per year per person of only 133 pounds. Marketings of meat animals during the fourth quarter of 1949 are expected to be increased sufficiently to permit an average consumption per person per year of 155 pounds. These figures are presented wholly for the purpose of showing that marketings of meat animals are expected to increase materially from the third quarter of 1949 to the fourth quarter of the year. Those of us in the business know that if for any reason the purchasing power of the consumer should be on the decline at the same time the supply of our product has increased, even though it be temporary, a considerable change of prices could result.

Col. Logan Describes Restaurant Operation

WHILE you gentlemen are not the distributors of meat to the consumer, you are the basic element on the supply side and therefore are the people most affected by the demand situation. For that reason you must be continuously aware of and interested in the consumer's meat desires and requirements.

I would like, therefore, to discuss with you today one important element of the consumer group which, for unknown reasons, is ordinarily not given the recognition it deserves. I refer to the public feeding industry of America . . .

Under the empirical name "restaurant" are included hotel food service, cafes, cafeterias, lunch counters, drug stores, variety and department stores, industrial inplant feeding, school lunch rooms, in-flight food service, dining cars and sandwich stands. The total number of public feeding establishments exceeds 500,000. They do a 12-billion-dollar business and provide employment for one out of every six workers engaged in the retail industries.

The restaurant industry serves about 24 billion meals per year, which is upwards of a quarter of all the food eaten in America. Sixty-five million customers sit at the tables and counters of our restaurants every day, and give the proprietor their blessing or curses as they emerge from his door.

A quarter of our people are daily affected in health and morale by his work. He employs a veritable army of skilled and semi-skilled workers, each of whose activities has direct bearing upon the satisfaction of his customers. He is responsible for protecting the health of his customers and the community through observance of the rules of sanitation.

The restaurant industry is a combination of manufacturing and service. Unlike most other manufacturing industries, however, it has a low investment in labor-saving devices.

From long experience it has been found that an efficient restaurant operation should show a food cost not above 45 cents out of each sales dollar and a labor cost not over 30 cents. In no case can the operator be a financial success if the sum of food and labor expense exceeds 75 cents. The fixed and variable overhead added to the 75 cents would reduce the profit margin to zero or below.

Without volume, a restaurant cannot remain in business. One of the surest ways of losing volume is to increase menu prices. One of the peculiarities of the industry is that once a restaurant has established its clientele it is very difficult to change its price bracket. It cannot move from a high to medium priced bracket or vice-versa without rebuilding its clientele. When menu prices are advanced beyond a certain point, the patrons walk out and go to the restaurant which has the price bracket they want. Because of this, we find that menu prices

NOTES ABOUT THE JUNIORS

The juniors started their third year by electing Maurice O'Connell of Medora, N. D., as president and other officers as follows:

Tom Houck, Gettysburg, S. D., first vice-president; William Hansen, Bakersfield, Calif., and Raymond Evans, Tempe, Ariz. second vice-presidents; Henrietta M. Huffman, Lena, Nebr., secretary; Gene Gerdes, Alliance, Nebr., treasurer, and Henry Weller, Moody, Calif. historian.

Each of the new officers was presented to the senior convention Thursday.

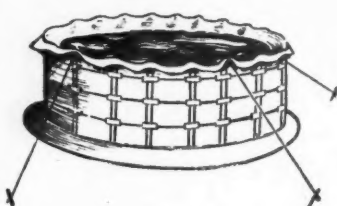
The growing association heard addresses by First Vice-President Loren Bamert and R. C. Pollock, secretary-manager of the National Live Stock and Meat Board, and met for the annual breakfast on the second convention day.

Incidentally, the Junior attendance also suffered from Dame Nature's winter blasts. Vice-President Messersmith was one of those who couldn't get through . . . And President Mercer almost didn't. His mother explained that when the family was planning the trip by auto, some doubts arose about the feasibility of it at the time; but Ellis said he had to make it if nobody else did. (He, by the way, spoke at one of the regular association sessions besides presiding over his own group.)

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have advanced only from a third to half the amount which would be justified by the advance in food and labor costs. The result is that good operators are making very little profit and poor operators are going out of business.

Since automatic machinery can be used only to a limited extent in kitchens the best approach to the reduction of labor costs is through the supply of partially prepared materials such as commercially peeled apples and potatoes, frozen fruits and vegetables and fabricated meat—and that brings us up to the subject of "meat and the public feeding industry."

Since the industry provides a quarter of all food consumed by our people, it is a safe guess that it uses a quarter of the meat in normal times. But times are not normal and therefore your guess is as good as mine as to whether restaurants use more or less than the 25 per cent. The people who economize on meat at home usually want meat when they dine out, which would tend to increase the normal rate.

So far as meat is concerned, one good way for the restaurant man to reduce food and labor costs, is through the purchase of fabricated meats. On the food cost side, this would provide perfect stock and inventory control, precise portion control and perfect cost accounting. On the labor side, it would eliminate a substantial per cent of man-hours of skilled help required for cutting and of unskilled help for clean-up work.

A great amount of research has been conducted during the past few years by the meat industry on fabrication, packaging and freezing for the retail trade. Some work has been done on fabricating for institutional use. Several of the leading hotel and restaurant supply companies are now in the market with minute steaks, rib steaks, short loin steaks, pork chops, veal cutlets, sliced liver, stew meat and boneless rolled rib roasts. At least two of the big four packers are already in this field and the others are undoubtedly giving it a lot of attention.

The economy and benefit in this type of operation are apparent. Fabricating for institutions as well as retail trade will undoubtedly call for more skilled meat cutters. Excess bones and trimmings represent practically no value at the consuming end but they do represent a substantial cost in storage and transportation when put into trade channels. These useless items can be better utilized by the packer who can process them into usable products such as bone meal, animal feed and fertilizer; and their distribution in that form would be a benefit, whereas in the present form they are a loss.

There are many problems which will have to be solved before the use of fabricated meats becomes standard universal practice but there is no reason to doubt that they can be well solved.

There is still some prejudice against the use of frozen meat but I think that is rapidly being overcome through the

medium of the 8,500 locker plants throughout the country which are not only processing and storing but selling frozen foods. Today there are some 650,000 food freezers in American homes—not counting the small freezing compartments in domestic refrigerators.

Since zero storage is required for the proper handling of frozen foods, then a distribution system must be established on that basis . . . The labeling of fabricated meat is a matter of great importance. Well known brands will, of course, never be used for second quality material but there is a ready and important market for less expensive types of meat cuts. . . . Packaging to prevent surface dehydration and freezer burn is, of course, important—but its importance is probably greater to the distributor than to the restaurant man because the latter will normally have the product in his possession for a very short period before use.

What about the demand outlook for 1949? The international food situation is

taking on a much brighter aspect, thanks to the excellent planning and work of Mr. N. E. Dodd and the International Food and Agriculture Organization, the European Relief Organization and the Marshall Plan.

The world's experience in starvation diets has caused all non-sufficient nations to strive for increased food production under planned management which will take cognizance of basic soil and water resources. The result of this fine work—and American generosity—makes the '49 outlook good.

A most important phase of our export activities is that the dollar supply in the importing nations is running low and in order to conserve these precious dollars for the purchase of heavy goods, farm machinery and other capital goods, there will probably be an effort made to find their food import needs from non-dollar areas. From here out it is more a matter of economics and international trade relations than of world food shortages.

On the home front it is anticipated

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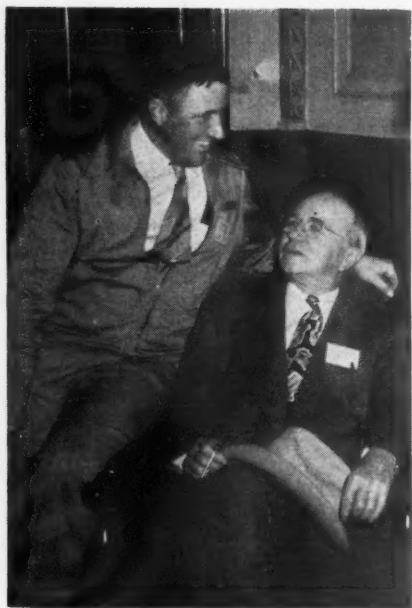
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Russel Weeks of Wells, Nev., president of the Nevada State Cattle Association, tells one to Joe Matthews of Albany, Tex., American National executive committee member.

that there will be little change, if any, in our per capita food needs. We Americans eat a pretty well balanced diet of about 3,350 calories per day, which is slightly more than we consumed before the war. Our protein and fat demands are upwards of 10 per cent more than pre-war while our carbohydrate demands are slightly less than pre-war. We are consuming from a tenth to a third more minerals and vitamins—all of which makes for a better physique and a better well-being in our people.

Whether the demand for meat continues strong in 1949 will, of course, depend upon what happens to individual incomes, general employment and competition by other commodities for the meat dollar.

In favor of higher meat consumption will be the probable increase in our military strength—due to our uneasiness over world affairs; a possible new lend-lease program and other foreign aid increases; the tremendous sum of savings (165 billion dollars) in the hands of consumers; good industrial inventory position which establishes a fine defense against inflation and the probability of a fourth round of wage increase demands.

Against higher meat consumption will be the competition for the consumer dollar by rent increases, higher taxes, high prices of hard goods—particularly automobiles; tighter credit on time purchases; higher rates of interest, and some leveling off in production of luxury goods with attendant drop in employment.

The American Meat Institute believes that the pros outweigh the cons and that, for at least the major part of the year, there will be a continued strong demand for meat.

We are living in a historical period of scientific development which is greater than anything the world has ever seen. . . . But while all eyes are focused on nuclear energy, supersonics, penetration of space beyond the pull of gravity and many other amazing development projects, the fact remains that food for all mankind still remains the number one problem of the world today. If and when that problem is solved, the greatest cause of war will be removed and the greatest contribution made to peace on earth.

Our farmers produced well over a third more last year than our annual production average and topped all previous records. By this mighty effort Mr. American farmer solved the immediate problem of world starvation. He deserves the world's thanks.

Gen. Johnson Brings F. & M. Up to Date

THE mission of the Mexican-United States Commission for the Eradication of Foot-and-Mouth Disease is to destroy Aftosa where it presently exists and prevent it from spreading to the north Mexican states, the United States and Guatemala by employing quarantine, inspection, extermination, vaccination and disinfection. In order to achieve these ends, the Joint Commission was created. It consists of citizens of the United States of Mexico and the United States of America, with authority of their respective governments to organize and activate an organization to comply with the two above objectives.

Because Mexico City is the nerve center of the entire republic and has all the facilities of communication, transportation and purchasing, it was determined that this was the logical place to establish the commission headquarters. In Mexico City, we maintain the offices of the directors of the various divisions, the vaccine production laboratory, the engineering and maintenance shops, the virus production units and all of our other necessary establishments so that we may properly support the activities of our nine districts in the field.

The Mexico City headquarters are broken down into administration, information, operations and supply. Each has

a Mexican and an American director, as well as Mexican and American personnel. Actions and decisions are made jointly.

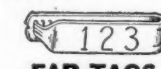
Under the direction of the co-equal district supervisors, information men—or "informadores," as we call them—are sent to specific places within the district to prepare and educate the people to the advantages of livestock vaccination. As soon as the people are ready to accept the program, the informadores are followed very closely by line-up men. These men then locate and round up the cattle so that pre-vaccination teams may inspect and prepare the cattle for vaccination. In the event that active infection of foot-and-mouth disease is discovered during this inspection, all infected herds are destroyed and buried immediately, and a five-kilometer quarantine ring is thrown around the center of infection. Within this quarantine ring, as much personnel as is necessary is sent in order to vaccinate all uninfected herds, and daily inspection follows until the actively infected area no longer endangers the rest of the livestock in that district—a period of two to three days. This team consists of a Mexican



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veterinarian and a United States lay assistant, with as many Mexican vaccinators as are required.

Following the vaccination team comes the first of five post-vaccination inspections. The first post-vaccination inspection occurs within 10 days. This inspection team is composed of a U. S. veterinarian and a Mexican lay assistant, and they check to see that all animals have been vaccinated, proceeding to vaccinate those which have been missed. At 30-day intervals, there are two additional post-vaccination inspections, and these are followed by two additional inspections, at 45-day intervals each. During this time, constant quarantine and disinfection measures are maintained to prevent any possibility of infection in these districts. This procedure, as outlined, takes a total of six months in each district. When this operation has been completed, it is repeated; six months after the second vaccination, if no Aftosa is discovered in that area, it is proclaimed clean.

Now, in order to accomplish this program, a sufficient amount of vaccine



Gen. H. H. Johnson

must be produced to enable the veterinarians to achieve mass vaccination. The facilities in Mexico City have been established to assure us of a production of a total of 3,750,000 doses per month by June. At the present time, we are producing 1,800,000 doses.

At the present time, we are using 8,200 head of cattle monthly for virus production and testing purposes, and by June this number will increase to 13,000. The animals which are sent to Ixtapalapa and San Angel are injected with the Aftosa virus, and after 24 hours they are slaughtered. The infected tongues of these animals are then harvested for virus and, after being frozen, are sent to the San Jacinto vaccine production laboratory, where the virus is made into vaccine. As soon as the vaccine is produced, it is subjected to a potency and an innocuity test.

For the week ending Dec. 18, 1948, we inspected 270,756 animals and administered 249,806 doses of vaccine. The vaccine administered to date has come to 2,243,124 doses. In order to support this operation, there is to be a total of 3,185 Joint Commission personnel. Of this amount, 585 are Americans.

In our transportation department we have 1,100 vehicles, including everything from jeeps to bulldozers and carry-all scrapers. Our maintenance shops in Mexico City alone—and this includes major overhauls—repair approximately 65 vehicles and units per day. We shall

receive 100 vehicles per month until June.

By press, moving pictures, magazines, radio and personal contact, the purpose of vaccination is explained to the people of Mexico, and their cooperation in the program is sought.

In addition to telephone and telegraph, the commission maintains its own radio network.

The operations department plans and directs all the activities which affect the program in conjunction with the other departments. It determines the number of persons that will be required to do the job, estimates the number of doses of vaccine needed, figures the time it will take to accomplish the mission and whatever else is needed to eradicate the disease.

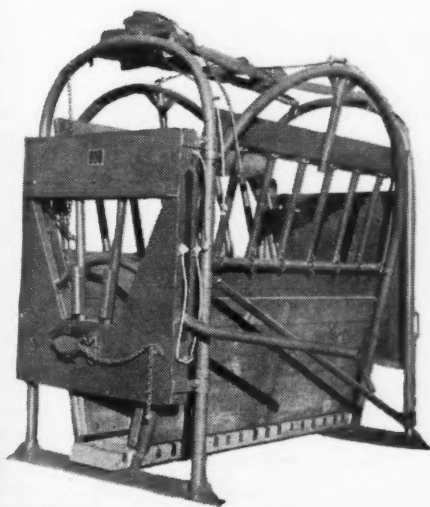
The purchasing department is required to estimate the level of supplies needed; they have requisitioned everything from flashlight batteries to office buildings.

The cost of the program, including salaries, operational supplies, cattle procurement equipment, indemnities and the balance of foreign vaccine to be purchased, will run in the neighborhood of 2,000,000 U. S. dollars per month for some time to come. This month, we estimate an expenditure of \$1,930,000 (U.S.), and the outlay should increase gradually until we hit a peak of \$2,270,000 in June 1949.

During the next six months, our purchase schedule will increase threefold, and the array of items to be bought is much too long and varied to be mentioned here. Engineering materials and equipment head the list, and some of these purchases are made directly in the field. Vaccine supplies come next on our purchase list, with headquarters maintenance and supplies, disinfectant materials and equipment and information (printing, photos, maps, movies, etc.)

The scientists on the commission feel that we are on the right track with this program. In 1948, as a result of our plan of quarantine, inspection, extermination, vaccination and disinfection, our northern quarantine line has been lowered on four separate occasions, releasing a total area of some 38,000 square miles. To this date, no active infection has been discovered in any area released as clean by the commission. While all of us in Mexico feel that this entire project is in the nature of an experiment, we are all enthused about its chances for success. I can report that the cooperation of all parties concerned in this fight is wholehearted and absolute. I should like to take this opportunity to give full credit to all those actively participating in the anti-foot-and-mouth disease campaign in Mexico; namely, to Licenciado Oscar Flores, the very able director of the commission; Dr. L. R. Noyes, the associate co-director of the American section; Dr. B. T. Simms, chief of the Bureau of Animal Industry of the USDA, and to the thousands of others who are working . . . that this great experiment may achieve a successful conclusion.

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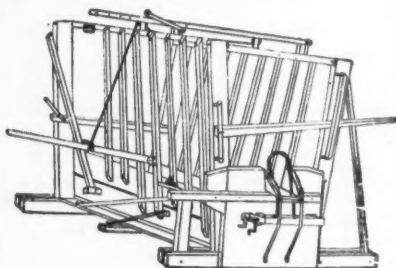
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CORRECTION IN CALENDAR, P. 49: Louisiana meeting is Mar. 14-15 instead of Feb. 14-15.



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Midwinter Meeting

A NEW constitution and by-laws and a new name marked the annual midwinter meeting during National Western Stock Show week of the Colorado Stock Growers and Feeders Association, presided over by Vice-President A. T. McCarty of Trinidad. Henceforth this organization which has represented Colorado's cattle industry for 81 years will be known as the Colorado Cattlemen's Association.

The constitution and by-laws were outlined by Albert Berg of Morley, Colo., in the morning's session and in the afternoon talks were made by W. C. Crew, assistant general manager of the Denver Union Stock Yards; F. E. Mollin, executive secretary of the American National; Ed Paul, state brand commissioner, and President Henry Bledsoe, who though busy with the legislature, talked a while on proposed laws.

Resolutions, presented by Resolutions Chairman Howard Linger, urged a stop to the "dangerous trend" in acquisition of land by the federal government; endorsed a statement on the forest problem made by the Uncompahgre Valley Water Users Association (see Page 37); asked postponement of forest permit cuts announced for 1949 and 1950; opposed transfer cuts; opposed price control; urged vaccination of 8-12 month old heifer calves as a preventive in Bang's disease areas; asked railroads to comply with assurances given to the ICC not to upset rate relationships through percentage rate increases, and endorsed a

number of resolutions passed at the North Platte convention of the American National.

A report on association finances was given by A. P. Starr of Austin and on public relations by Lloyd Case of Denver.

Opposes "Off" Cuts

AT a special conference with Forest Service officials the day before formal opening of the convention, Paul H. Hummel of Boulder, Colo., read a statement protesting an order eliminating the "off" part of a number of "on and off" permits.

He stressed three factors involved: (1) grazing as affecting watershed cover and erosion, (2) economic effect generally and (3) on the permittees involved.

The Forest Service claims the grass is being ruined and that erosion is caused by grazing and that irrigation and domestic water is endangered. As to the area used by the permittees he represented, he denied these allegations. "This year, one of our driest, there was 25 to 35 per cent of grass left when we left the range—surplus grass is the biggest fire hazard on the forest."

In 1915-16 Mr. Hummel worked as guard for the Service. "In that time the range made steady improvement and would have made more if some effort had been made toward range improvement. Any serious situation on the forest is the result of do-nothing-but-cut-numbers policy."

He said there was no appreciable erosion that can be laid to grazing and the

American National "Conventionalities"



MARIE GIFFORD

Marie Gifford, director of Armour & Company's consumer service department, gave a very interesting food demonstration before the American National ladies at a tea they attended midway in the convention.

The cocktail party put on at North Platte by the Chicago Union Stock Yards & Transit Company is remembered for its handsome appointments and generous proportions.

While credit is being given to W. O. Collett, secretary-manager of the North Platte Chamber of Commerce, several other votes of thanks come to mind. These include Russ Langford of North Platte, chairman of arrangements for the fine banquet which took place at the U. P. Athletic Pavilion . . . and Horton Munger, also of North Platte, for being so helpful on so many occasions.

A presstime note from Secretary F. E. Mollin, attending the third annual convention of the Mississippi Cattlemen's Association at Jackson after North Platte, reported a good turnout and an interesting program. More details will be forthcoming in the March Producer.

A Colorado group that arrived by car a day early for the forest conference included Hal Hall of Lyons, Paul H. Hummel of Boulder, Dick Scates of Magnolia, and Leavitt Booth of Arvada.



Executive Committeeman and Mrs. John H. Hanson of Bowman, N. D.

AMERICAN CATTLE PRODUCER

only serious examples in the district are from timber cuttings under supervision of the Forest Service.

It was his opinion that grazing or not grazing would make not a tenth of one per cent difference either way in the water runoff. The people of Boulder, he said, have been told that the city watershed is being endangered by grazing. "The fact is that Boulder owns all its watershed. For over 30 years no livestock has grazed thereon."

Since the mountain lands are the breeding ground for feeder stock for irrigated sections and the Corn Belt, he held the "impact of reductions becomes much greater than the numbers of stock involved. Permittees will be put out of business and their realty and equipment devalued and tax structures destroyed. We are willing to leave the question of proper use to impartial experts."

Uncompahgre Problem

GRAZING on forest lands has been an integral part of life in the Uncompahgre Valley. Farm lands were used for winter feeding and the livestock ranged during spring, summer and fall in the mountain areas. The mountain areas are included in the forest and grazing rights have been recognized by the Forest officers. But the officials are now denying that the people may graze on the forest, feel that grazing is subject to the discretion of the forest personnel, that graziers are tenants at sufferance, that they have no right to use the areas.

Briefly this is the condition on forest ranges in Montrose and Delta counties in Colorado as described in a resolution adopted by the board of directors of the Uncompahgre Valley Water Users Association. "In our opinion, this condition has become bureaucracy at its worst. The present personnel takes the position that its judgment upon any question is final, that any user who does not concede that their opinion and judgment is absolute has but one recourse, and that is to cease using for grazing purposes forest areas." Such officials, continues the resolution, refuse to recognize the judgment of boards appointed by livestock associations. The result "is the

MUDPACK WEATHER—We've had so much rain in the past three weeks that the mud will not allow me to travel in and out to town in an automobile.—A. D. Brownfield, Luna County, N. M.

TEXAS COLD WAVE—The latest cold wave has just arrived here. I have been advised that water is running on the ground 10 miles east at Old Callaghan. We need moisture badly and have had a mild winter to date. Our black brush was in bloom last week—two months early.—Joe Finley, LaSalle County, Tex.

gradual destruction of the livestock industry in this area."

Correction should be made by law, and the resolution specified that:

1. Grazing should be recognized as a rightful use.
2. Right to continue use should be based upon legally recognized facts and existing conditions, including priority of use.
3. Courts should have jurisdiction to determine the existence or non-existence of such rights.
4. Advisory boards should be set up by law with authority to determine the issue of conservation, and that the issue of excessive use if appealed, should be a matter for courts to decide.

RANGE MANAGEMENT GROUP MEETS AT DENVER

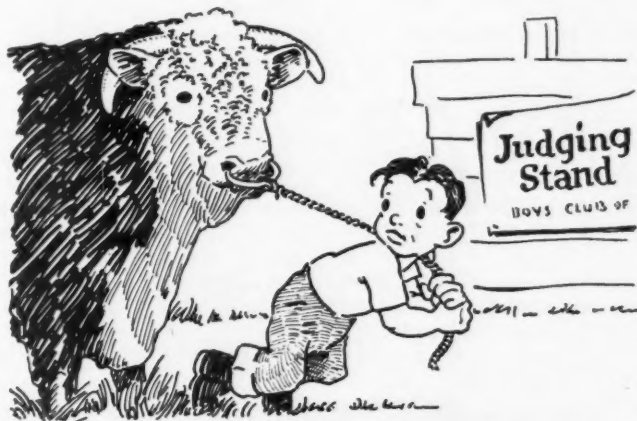
The American Society of Range Management, organized a year ago in Salt Lake City, met late in January at Denver. Fred G. Renner, chief of the range division of the SCS, Washington, was elected to the presidency; he succeeds J. F. Pechanec, who is head of the Forest

Service's grazing research division in Oregon and Washington.

Other new officers include Dr. D. A. Savage, superintendent of the Southern Great Plains Range Experiment Station at Woodward, Okla., vice-president; Prof. M. S. Morris, University of Montana, Missoula, treasurer; James Anderson, Bureau of Land Management, Washington, D. C., secretary.

On the council are: Dan Fulton, rancher of Ismay, Mont.; Prof. A. W. Sampson, University of California, Berkeley; W. L. Dutton, Forest Service, Washington, D. C.; R. C. Campbell, Southern Forest Experiment Station, New Orleans; K. A. Parker, Range Experiment Station at Tucson, Ariz., and Milo Deming, Squaw-Butte Range Experiment Station, Burns, Ore.

The Society, which reports a 50 per cent increase in membership during the year, has on its rolls members from 30 states, and from Mexico, Venezuela, Nicaragua, Canada, Alaska and Hawaii. Three members from Canada were present at the Denver convention. Stockmen are invited to join the organization.



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LADIES' CHOICE



Through a RANCH HOUSE WINDOW

The New Year is a good time, I said last month, to begin doing the usual things in unusual ways. Getting caught up with my sewing and letter writing because we were snow-bound might come under that heading here in Southern California!

In our more "normal" years—the ones of unusually heavy rainfall, that is—we sometimes get six inches to a foot of snow here at the ranch. Therefore, January's more than 30 inches should certainly qualify as "unusually than usual."

At any rate, the drouth is over. And the thought that this water-starved land will spring into green life in a few more weeks makes the loneliness and extra work of the snowstorm seem unimportant indeed.

It troubles me that so many of the oak trees on the ranch suffered breakage from the combination of heavy snow and high winds; but that, I suppose, is Nature's way of pruning out the weak wood. Most of the trees will benefit by their loss, though some will bear the splintered scars for as long as they

continue to stand. But we shall find next winter's wood there dead upon the ground and need not set axe to the living trees.

I sometimes think that only those who hew their own wood and draw their own water truly see how simple and beneficial is the whole cycle of birth, growth, death and decay. The great live oak branch which sheltered my daydreaming one long afternoon last spring will flare into warmth upon our hearth and later lie, clean ashes, in the orchard grasses on another spring. And heavy-fruited branches, years from now, will still in part be that oak branch that sheltered me one spring.

No wonder death and loss seems much less final set against a background of growing, earthly things!

* * *

Keeping house and cooking meals for a snow-bound week presents, as our Guest Editor in January said, a challenge to the ranch wife. I am sure I'd have met the challenge much better if, tired and dragging from a bout with "flu," I had not postponed for so long going shopping to replenish my holiday-depleted pantry. Never—or rarely ever—has it been more bare!

Worst of all, I had completely run out of both kinds of beans that I usually have on hand—limas and pink beans—and so could not take advantage of any of the fine Bean Contest recipes we've just finished printing!

I have learned my lesson and hereafter shall no doubt keep on hand a great and unnecessary store of supplies, geared to

this storm—which, we are told, was the worst since 1883. Oh well, most staples keep well, anyhow.

* * *

A couple of extra dividends of the storm:

The saddle stock, which has been in the habit of going sulkily off to the furthest pasture and staying for a couple of days after every stabling, have since the storm regularly presented themselves before the stable door about dusk each evening. . . . Which makes it handy if we want to ride next day.

And the teen-age boys—who have reached that "dating every weekend" age—hunted out the cribbage board, the Monopoly set and the Chinese checkers and challenged Daddy in a way reminiscent of the outgrown family evenings of their pre-high school days.

For a time, the storm shut us in and we were again a Family, close and alone, in a way seldom attained after the children are grown.

At Home on the Range

Ready for another recipe contest? How about your favorite way of cooking meat, this time?

We are probably all aware of the importance of meat in the diet—and not just because, as the wives of cattle producers, our own livelihood depends upon it, either.

While it is probable, in theory, to provide all the necessary proteins for growth and cell replacement without the use of animal products, it is in point of fact a difficult and tedious undertaking. Most of the vegetable proteins are incomplete ones, and even the daily consumption of large quantities of vegetable proteins does not provide the full measure necessary for abundant health, for growth or for longevity. Soybeans, the most nearly perfect source of vegetable protein, suffers from a marked lack of taste and texture appeal. Various nuts offer a good source of protein, but their oiliness makes them extremely difficult for even a normal digestion and highly unsatisfactory for persons suffering from impairment of the liver or gall bladder.

It is more than chance that the only country whose people exceed our own in height, weight and longevity—Australia—also exceeds us in per capita meat consumption. Australians have a life expectancy of 65 years, as compared with our 64, and they average a half-inch taller and six pounds heavier. They eat, on an average, 79.2 oz. of meat each week, as against our 47.9 oz. And, alas for our carefully-planned, well-balanced meals—they wax taller



Ladies from the Peninsula State, who helped their delegation win the convention for Florida in 1950. (L. to r.) Mrs. Irlo Bronson, Kissimmee; Mrs. Geo. Kempfer, Deer Park; Mrs. Francis Roberts, Zolfo Springs; Mrs. W. B. Barron, La Belle; Mrs. C. S. Radebaugh, Orlando.

and heavier and live longer on a diet markedly deficient in vegetables!

Personally, though, I should find their diet extremely monotonous and have no intention of giving up the—to me—important adjunct to the main meat dish, the cooked vegetables swimming in butter and the crisp, well-seasoned salad! I just mentioned the parallel between their good health and meat consumption by way of pointing up the fact that it is no wonder all other proteins sources are generally labelled "meat substitutes."

In the Bean Contest, you proved what you could do toward providing variety in protein dishes when you had no fresh meat at hand. Now—how do you cook meat when you have it? Your favorite recipe may be for beef, veal, pork or lamb. Whatever it is, won't you share it with us?

We will pay \$1 for each recipe published and then—since I found it so hard to decide the winner yast time—at the close of the contest we will let you, the readers, decide which recipe is the best and should be awarded the \$5 First Prize.

Only one recipe from each contestant will be published, and all recipes must be postmarked before April 10, 1949.

So . . . let's see how YOU cook meat.—D. L. McD.

Utah CowBelle News

ON Feb. 15, 1947, the Utah CowBelles organized in Salt Lake City with a charter membership of 12. (This number increased in a short time to 29, and the present rolls include nearly 200 names.) The name adopted by the new association was "Utah CowBelles," and the original officers were Mrs. L. C. Montgomery of Heber City, president; Mrs. Wayne G. Smith of Green River, vice-president, and Mrs. J. M. Conover of Ferrin, secretary-treasurer. The president appointed the following committee chairmen: Mrs. Rulan Fairborne of Salina, for membership, and Mrs. Veda Williams of Provo, for programs.

The first annual meeting was held at Salt Lake City in February of 1948 with 57 members present (nearly half of them from Heber City.) A fine program which included speeches, musical entertainment and a large assortment of door prizes made things interesting for this first gathering. During the business session Mrs. Errol Hicken of Heber City and Mrs. Don Kenney of Salt Lake City were appointed the respective new heads of the membership and program committees.

* * *

IN August, 1948, the Wasatch County and South Summit County CowBelles met jointly at Midway, Utah. At that time the state organization had 150 members and the two counties named above had 65. The program included musical numbers and speeches by Mrs. Hicken, the state membership chairman, and

Mrs. Montgomery, head of the state CowBelles, who discussed the possibility of a nation-wide group. Another feature of the program was the appearance of Junior CowBelles from Heber.

On Dec. 4, 1948, the Wasatch and South Summit groups met for a Christmas party, in Heber. Forty-four members attended, to enjoy a dinner at Christmas-decorated tables, and an extensive program. Elected to head the two-county organization on this occasion were Deon Hicken, president; Mrs. Frank Knight, Woodland, vice-president.

* * *

THE Greenriver CowBelles group was formed at a meeting in the home of Mrs. Hazel Ekker, Feb. 2, 1948. The officers elected were: "Range boss," Mrs. Betty Smith; "Foreman," Miss LuJuan Duncan; "Wrangler," Mrs. Daphne King.

A constitution and by-laws which had been previously drawn up were discussed and approved. The name adopted by the ladies was the "Rockingbell Outfit" and two small Swiss bells were accepted as emblems. Green on sand were the colors chosen to represent the "outfit." The 16 charter members present enjoyed refreshments and a jingling good time in general.

Ranchhouse Letter

MY DEAR MRS. McDONALD

Your "Through the Ranch House Window" has been of interest to me ever since it started, and some time ago I meant to write you after reading of your experience with DDT and windows. I spent months, not days, getting off the sticky yellow residue left on my windows. Now I use a cattle spray instead of the household DDT's and I prefer to paint my screens with a brush instead of using a spray.

Your letter in a recent *Producer* makes me think you have come in contact with the bureaucracy of the Forest Service and some of the other government agencies. We have been contending with them for over 15 years—and I hope you will keep up the good work you have begun. As I see it, few of the "opposition" read the magazines in which articles such as yours are published, compared with the many who read, let us say, the reprint of "The Great Land Grab" in the Reader's Digest. I wrote them at the time, protesting the fact that, contrary to their usual policy, they printed only one side of the question. I sent them Mr. Mollin's answer, and I also wrote them after the article was published in the October Farm Journal, thinking they might repent that. They are polite but pay little attention, apparently.

I cannot resist adding a personal note of how my husband dealt with the men he found preparing to dig a "test hole" in the middle of our meadow. He asked them what they were doing and why they hadn't asked permission, explaining that it was private land. He then told



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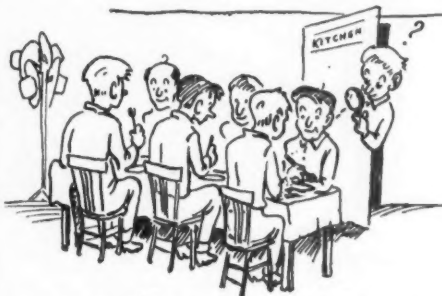
Beatrice, Nebr.

them before they dug the hole he would require them to answer a questionnaire in triplicate—telling their age, marital status, number of children, etc., etc.; and in addition they should pay a \$5 filing or application fee, whichever they cared to call it. We have never seen those particular men again, since they left without digging the hole! I hope they appreciated the joke.

Of course I agree heartily with your ably expressed conclusions, and again urge you to carry on for the rest of us who are not so gifted in writing.—Mary McCullough Tileston, Craig, Colo.

dere mister edyter

My ol' pardner, Greasewood, who runs a few head cows along with me here on Long Pine Crick, blowed in the other night from North Platte, where he had been takin' in the annual meetin' of the cowmen. "What you been a-doin' of?" I asts him put-



S. D. Brand Inspector suspicious of Nebraska barbeque!

tin' the coffee pot on the stove, "you look like a Republickin on November 3rd." "Must have been somethin' I et," he sez, "or mebber it come from the deep snow over in Nebrasky."

"Could be," I renigs, "an' then too, you might have found out that they was usin' corn for somethin' besides feedin' dogies." "I didden seen no sassepariller bein' drunk there," he sez, smilin' kind of weak. "What kind of a whing-ding did they throw over at North Platte?" I wants to know.

"Well sir," he sez, rollin' hissef a smoke, "it was shore a top meetin', and I never met a nicer bunch of folks. They come from all parts of the range, from Floridy to Californy an' Texas to North Dakota—an' no matter what state they was from they all looked an' talked like cowfolks. There was a bunch of long geared boys from Texas—an' they was all about 6 foot six with high runnin' gear. I don't know if they grow 'em that way down there or they picked out fellers that they thought could break trail through the snow drifts—but it must be they got plenty vitymins in Texas or the water or somethin'. There was packers, an' commission men, an' railroaders an' about as swell a lookin' bunch of ladies among them cows belles that you ever seen.

"There was newspapermen, an' reporters from the stock magazines—an' a feller had to be dog gone careful what he said because they had a court stenogrifer takin' down the whole thing. The only way you could be sure you wasn't bein' recorded was to talk Injun sign langwidge. Bruce Brockett from Arizona who used to eat jerkey with the Crow Injuns sprung some Crow talk on the steenogrifer an' had him plumb euchered.

"Art Smith, the president, sure did a good job of close herdin' tryin' to git the boys rounded up an' into the meetin's. You know one feller would be standin' tellin' the other feller a

yarn that was jest a little stronger an' he wouldn't want to give up until he had him topped—so it was awful hard to bust up the talk down in the lobby of the Pawnee Hotel. Ol' Charley Myers, an' Russ Thorp from Wyomin—an' Claude Olson from South Dakota, an' Hub Russell from Californy—they boys is awful hard to ride herd on. The Nebrasky Association throwed a barbeque an' they had some of the best beef you ever seen—an' the nex' night four brand inspeckters from South Dakoty dropped in to take a look around. The last I seen of the Nebrasky boys' secretary Johnson, he was hightailin' it outen the door—an' by crackey, it shore looked suspicious.

"At the barbeque ol' Chandler, he orated some poems which was really good—an' after him they had some dancers—a feller an' a fillie—an' this here feller throwed that woman around somethin' scandalous, an' dog gone near bent her all outen shape. He was bull-doggin' her, an' she lost most of her clothes. I seen Milt Simpson of Montana, an' he had his hand over his eyes, blushin' like all git out—but still he was peekin' between his fingers.

"I hearn that they had planned on a 15 round bout between Elmer Brock an' Bernard De Voto—but neither of 'em showed up. It seems like Elmer was out shovelin' hay out in Wyomin—an' De Voto was back at Harvard shovelin' out adjectives—probably worryin' about the erosion but not helpin' much to clear off them 40 foot drifts they had in Nebrasky.



Miami? — And how, Pardner!



Committee Meeting!

"I met one of them state's righters from Louisiana, an' ast him iffen he was goin' to Truman's inaugeration—an' he sez, "I never hearn of him!" You couldn't beat them southern boys for extendin' hospitality. New Mexico, Texas an' Floridy all wanted the next meetin' to be held on their range. Californy jumped into it an' the first thing we knowed, it was a wrastlin' match between them an' Floridy. The boys tooken a look out at them snow drifts an' the pitchers in the paper of what the well undressed bathin' beauty would wear in 1949—an' the vote for Floridy was unannymous.

"The last night everybody set down to supper an' they had a steak which any steer would have been proud to furnish, follered by some jigger-buggin' by some of the top hands—an' jedgin' from the fancy steppin' some of the ol' boys ain't saddle stove yet."

"What was the most impressin' thing you seen at the meetin'?" I asts. "Well sir," sez Greasewood, who is awful smart, "what was most intrestin' was to see them young junior stockmen git up an' take their places on the speakin' stand—an' carry on as well as the old timers. You couldn't help set there an' see them young folks an' feel that a lot of us ol' pelikins don't need to be afraid to turn the outfit over to them. There was old boys who had trailed from Texas to Montana an' from Oregon to Nebrasky, an' modern cowmen, like Bill Wright from Nevady—an' these young folks who was chips offen the old block. With them kind America hasn't no reason to be spooked. And as for North Platte—they say ol' Buffalo Bill started his wild west show there—an' he throwed open the whole ranch to all an' sundry. Well, by ginger, he started somethin' an' them North Platte folks certainly made everybody git down, put up his horse an' come in, an' I reckon that a good time was had by all. Some of the boys was seen in the store pickin' out bathin' suits—so I guess it'll be allegator steaks nex' January."

Yure fren,
NECKYOKE JONES.

American National 'Conventionalities'

Huling Means of Silver City, N. M., chairman of the American finance committee, discloses that he was named after a cattleman whose surname was Huling. When his namesake was born the old stockman presented him with a heifer—and Means has never been out of the cattle business since.

J. L. Connolly of Killdeer, N. D., was one convention-goer who was brave enough to plane into North Platte. All admired his spirit under the climatic circumstances.

This year the big storm accounted for some notable absences from the meeting—among them, Tom Jones of Midland, S. D., who always sits attentively in the front row at every session. Apparently the inclement weather kept him at home this time.

Seems even the coffee was a rarer brew in the old days. A. B. Snyder of North Platte, an old-time trail driver, told a tale about a fellow who was doin' the cookin' for an outfit 'way back there—each day simply taking off the top of the pot, throwing in more coffee over the old grounds, adding more water and lettin' 'er b'ile. One day his pardner peered in, found there was hardly room left for any water, with all the grounds, and suggested mildly that maybe Cook ought to empty the durn thing and

start over. Cook obligingly complied . . . and in the bottom of the grounds lay his long-missing pipe. Commented the story-teller dryly: "That pipe was sure b'iled out good, too!"

Andrew Johnston, Redrock, Ariz., long-time loyal supporter of the American National, has bought the Western Shop at Dickinson, N. D., and headed up that way when the convention broke up. He formerly operated a ranch in N. D.

It sometimes takes a minute or two to catch up with quickwitted Loren Bamert of Ione, Calif., first vice-president of the association. He, Rad Hall of Denver and Carl Malone of Choteau, Mont. (newly named to a vice-presidency) were holding a little three-cornered conversation in the lobby when Bamert stood off, glanced sidewise at Carl Malone and was heard to murmur speculatively: "Wonder if HE can play the piano too?" (See picture.)

The train on which the Henry Boices and the Frank Boices came to the 52nd annual meeting ran into more than snow . . . regrettably, it also ran into a snow

plow, one of many working to free the clogged Wyoming roads.

The Floridans at the convention brought along plenty of "ammunition" to clinch the 1950 meeting for their state. Some of the special inducements were in the form of lots of oranges (from guess where), little vials of orange-scented perfume for the ladies, effective seashell-ornamented key rings and many bathing beauty pictures. Some guests wondered if they'd even made a deal with the weather man to add further incentive . . . anyway, many of the members were just naturally "Florida-minded" this blizzard-ridden year.

Herb J. Barr of Leoti, Kan., has been named the News-Herald's Southwest Kansas Leader of 1948. The newspaper which conferred the honor is in Hutchinson. . . . Mr. Barr, like many another, had intended to come to the North Platte convention but was prevented from doing so by the bad storm conditions in his state.

Speaking of the storm—and plenty of delegates were doing just that at the convention—the Mercer family drove in from Arizona and, strangely enough, reported that they found the going toughest at Santa Fe, N. M. This, despite the fact that it was North Platte that was in a declared disaster area.



48 lb.

HEAVIER CALVES TO SELL THAN ON CAKE

That's right! In the famous feeding test at Caruthers-Campbell Ranch, Barnhart, Texas . . . 50 cows winter-fed on Purina Range Breeder Checkers weaned 48 pounds heavier calves than 50 cows fed on cake. Both groups were fed *exactly the same amount*, so there wasn't much difference in cost. But the 48 pounds extra weight per calf in the Checker-fed lot meant about \$9.60 extra income per head as compared to cake feeding.

Here's why Checkers made earlier calves and heavier calves to sell in the fall:

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FOR CATALOG WRITE: SIMON E. LANTZ, SEC.-MGR., CONGERSVILLE, ILL.

National Western Highlights

Another successful show has closed its doors at the Denver Stock Yards, after entertaining hundreds of visitors and designating some real champions in the various classifications — though in the sale it was found prices generally were slightly lower than last year.

Alan Feeney of Milky Way Hereford Ranch, Phoenix, Ariz., took the grand championship of the Western, for his 32-month-old bull, MW Larry Domino 89th (which he later stated he would not sell despite a \$50,000 offer).

The fat-cattle championship for steers of all breeds went to a Hereford shown

by M. Munis of Gunnison, Colo. The reserve award went to a Kansas State College Hereford.

Aberdeen-Angus breeding cattle champion was a bull shown by El Jon Farms of Rose Hill, Ia.; and an exhibit from Rancheria Angus of Anderson, Calif., took the senior title, with the reserve senior championship going to A Bar A Ranch of Encampment, Wyo., and the reserve junior title bull shown by James Hollinger of Chapman, Kan.

Milky Way Hereford Ranch set a new world-record price for a junior bull with an 8-month-old bull calf that brought \$36,750.

Top Hereford female of the Denver show was sold by William M. Smith of Pueblo and Hillside, Colo., to Switzer & Field of Gunnison, for \$2,000.

The grand champion carlot of the fat cattle division went to Safeway, which paid \$6,648 to Karl and Jack Hoffman of Ida Grove, Ia.

Jack Casement of West Plains, Colo., sold the top yearling quarter horse at Denver for \$1,600; purchaser was Paul Grafe of Santa Paula, Calif.

SHORTHORNS TO SHOW AT K. C.

The American Royal Livestock Show at Kansas City, Mo., in October has been designated as the occasion for the 1949 national Shorthorn show. A premium purse of \$25,000 will be divided among breeding classes, carlots, feeders and individual steers. All animals registered with the American Shorthorn Breeders Association will be eligible.

SPECIAL SALE CANCELLED

Announcement comes from Chicago that the National Building Fund Memorial Sale scheduled for Feb. 10-12 has been cancelled. However, the program to raise a building and maintenance fund for a new permanent national association office will continue.

NEBRASKA BULL TO URUGUAY

A Nebraska-bred bull has been sold by Wilford Scott of Chadron for export to A. C. Gallenl Heber of Cerro Colorado, Uruguay, at \$13,000, according to announcement from the Nebraska Hereford Association at Central City. Pioneer Shadow 51st, No. 4680133, was sired by Pioneer Shadow, a sire that had many champions to his credit in Nebraska shows while serving in the Walter Scott and Sons herd.

ANGUS ASSOCIATION OFFICERS

Dr. J. J. Hendren of the Grand River Stock Farm at Webberville, Mich., is the new president of the American Aberdeen-Angus Breeders Association, succeeding J. Milt Tudor of Olin, Ia. The new vice-president is D. T. Warner of Dayton, O., and other officers, who were re-elected, are W. A. Rafferty of Morroco, Ind., treasurer, and Frank Richards of Chicago, secretary.

AMERICAN CATTLE PRODUCER

Letter from Skull Creek

DEAR EDITOR:

The Stock show is over and we are back on the Skull Creek ranch working as usual, and for me I am glad to be home. We had a fine time in Denver. Saw the show at the arena twice. They had some horses there that could really pitch, and some good riders and ropers too. Not bragging any but over here on Skull creek we can ride any critter that wears hair though bull dogging is out. The harness and saddle horses were also very fine, but I did not see a palomeeno that I thought was any better than Jess Smith's right here on the ranch.

We went to a couple of picture shows and also done a little sight seeing. It took about 2 days of our time to look all of those pure bred Herefords over and pick out 20 head of yearling heifers and one young bull—that fancy stuff I told you the ranch was going to buy. Ever one of them was perfect as far as we could see. Don't know what the women paid for the she stuff but that bull calf set them back about 1,500 dollars. If we don't have a prize winning herd in a few years I am no judge of white faces, and I think I am.

The women folks wrote a few weeks ahead for rooms, and they sure got them. Hazel secured connecting rooms for her and I, and the one she gave me had a carpet on it as thick as the sheep pelt in front of my bed in the bunk house. And what a mattress. Think I will buy one like it. If it was a few months late one of the first things we done was to have a wedding picture taken and it wasn't bad at all. It made Hazel look like a movie queen, though I just looked natural.

Tex's fears that our summer's wages would all go for new clothes and other doo dads women like was unfounded. Mollie and Hazel sure

bought lots of things at the stores but paid for them with their own money so both Tex and me bought a new hat and one of those fancy jackets and trousers like all cattle men wear. With most of the money I had left I bought a nice saddle and bridle for Hazel. Our wives put in an hour or more ever evening trying on the clothes they bought and hinting for compliments. Hazel called me in to her room one night real late and asked me how she looked in a fluffy lace and velvet gown. What could I say? She sure was beautiful and I certainly told her so. When she kissed me good night it was one of those kisses like you read about, lasted about a minute. She looked so nice I had a good notion to give her a big hug but thought better of it. Suppose I should have done so.

I told you they gave us lessons at meals for quite some time before we went to Denver. Guess we remembered most of them as Tex and I got very few kicks under the table in those swell eating places. I forgot myself once and turned around in my chair with a piece of fat meat in my fingers and called for Shep, but very few noticed it. Mollie and Hazel always asked what we would like to eat then they would do the ordering. They was either afraid the checks would be too large or else we would pull a boner. Any how they took charge. It was darn fancy food but if you ask me I would rather eat what our cook over here puts on the table.

I did not see Tex take one drink while in Denver though I did find him one night out side of the hotel with a small crowd around as he was feeding nickels in one of those new dome shaped parking meters trying to hit the jack pot.

Yours truly,
WILLIAM (BILL) WESCOTT.

Association Notes

THE 35TH ANNUAL convention of the New Mexico Cattle Growers Association will be held at Albuquerque, Mar. 28-29, with an evening meeting scheduled for the 27th. An attendance of 3,500 persons is anticipated for the meeting, which will be headquartered at the Hilton Hotel.

OFFICERS AND DIRECTORS of the Central Washington Stockmen's Association, meeting recently at Toppenish, discussed plans for 1949 spring and summer tours . . . among them, a bull tour proposed for April, and a pasture and feeding tour to follow. The junior calf sale held each fall in Toppenish, and "calf scramble" for youngsters at the Yakima fair also were taken up.

IN FLORIDA, members of the Lee County Cattlemen's Association generally approved a state law which would keep livestock off the main highways, but objected to a provision in the proposed bill which would require that cattle must be fenced off "the lands of another" and also protested a section covering liability of the owner for any damages caused by stray cattle. Head of the group, Dave Ireland, named a committee to delve further into the matter.

AT A meeting in Punta Gorda (Fla.) the Charlotte County Cattlemen's Association has renewed for another year its \$250 reward offer for information leading to the arrest and conviction of persons who cut or maliciously damage fences. Also renewed was the \$500 reward offered for information leading to the arrest and conviction of cattle thieves. T. I. Kennedy is president of the group.

THE WYOMING Stock Growers Association recently announced intentions of giving the state museum three relics for its collection. These are: an old iron hitching post which graced the front of a pioneer home at Ogden, Utah, for some 70 years; an iron kettle brought into Wyoming in 1868 over the old Texas trail, and a set of branding irons used by the D. H. Snyder outfit of Fort Worth, Tex., after the War Between the States.

AT the annual meeting in Ocala (Fla.) B. F. Welles, Jr., was elected president of the DeSoto County Cattlemen's Association. Donald McKay was elected vice-president; W. L. Woods, secretary-treasurer, and John H. Turner, director to the Florida State Cattlemen's Association.

PICNICKING, CAMPING TO COST

To share in part the costs of maintenance, visitors will be charged a nominal sum this season upon certain de-

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MESSERSMITH'S HEREFORDS

So sorry poor health and blocked roads kept us from the convention at North Platte. The health improves very slowly but roads are still blocked—Jan. 20. Have 25 bulls and 25 heifers for sale, all coming two's.

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GRAND CHAMPION fat steers at the 1949 National Western Stock Show in Denver. The animals are T O Ranch-bred, fed by Karl Hoffman of Ida Grove, Ia. The load was shown at 901 pounds, but the opinion was that the animals could have been fed out to 1,200 pounds without losing any of their smoothness. Safeway Stores paid \$48 per cwt. for them—close to the \$50 record previously paid, also on a Hoffman load of T O's.

veloped summer recreation spots in the Rocky Mountain region's national forests. It is stressed that the new policy will be experimental; the proposed charges will be for the use of facilities and not for entrance to the forests. The Forest Service plans to maintain many small camp and picnic areas for use free.

POWER SPRAYERS

A new line of general purpose power sprayers is being produced by F. E. Myers & Bro. Co. The maker's self-oiling bulldozer spray pump is the basis for these units and capable of both high- and low-pressure spraying. The steel tank has a 100-gallon capacity.

American National 'Conventionalities'

Nebraska snow-ins included Dr. C. R. Watson of Mitchell, president of the state association, who didn't get to the convention until the second day . . . Allison Johnson, the secretary, says it was pretty much nip-and-tuck for a while whether he'd even make it. Caught by the storm at his home in Hemingford, he says he spent five terrible days pacing the rooms of the snowbound house, ranging from one window to another, and wondering if it was just going to go on snowing-and-blowing for the rest of time.

Larry, five-year-old son of R. J. Hawes of Twin Falls, Ida., played to perfection the part of a seasoned cow convention veteran. In his cowboy rig, the youngster signed his own registration card, went through the whole three-day schedule as diligently as any grownup and, among the last to leave, he still looked as bright and crisp as when he arrived. Real catleman material there.

When the Nebraska CowBelles leader, Mrs. Mose Trego of Sutherland, was late to the meeting because she had to follow road-clearing equipment in, Mrs. Adams of North Platte pinch-hit for her sister until she got there.

The Reese Van Vrankens started to drive from Climax, Mich., to Nebraska, with the intention of parking their car and taking the train on in when the going got rough. But, said they, "it never got rough," so they just kept on driving.

J. Elmer Brock of Kaycee, Wyo., former American National president, missed the convention but was able to get through the drifts for a late-January trip to Denver. When he heard the pipe-in-the-coffee-grounds story, printed in these columns, he recalled the incident with a twinkle. The cook used to be with Mr. Brock's outfit. And "One morning he was so happy at his work that everybody wanted to know how come. 'Well,' he grinned, 'I found Teddy (the meerschau!)' After explaining where 'Teddy' had been the Scot remarked that 'Now she's as white as the driven snow!'" . . . Mr. Brock had a story of his own to add to the accumulation of heavy-winter lore. He reminisces that years ago at Lusk, Wyo., a "slight" snowstorm half-buried the town—and wholly buried the Northwestern station. The station-master, with a helper, went out to look for it. He carried a cane and went around on top of the snow sticking the pole into it from time to time, til he hit something hard and proclaimed triumphantly: "Here's the station!"

It was good to see Mrs. Myrna Agee at the Nebraska meeting. The assistant secretary of the Wyoming Stock Growers Association has missed the conventions the past couple of years.

Myrtle Black and Virginia Wright, American National secretaries from Denver, had nice things to say about the helpfulness and friendliness of many of the folks at North Platte . . . The entire staff, from the manager down and without exception, at the Pawnee (headquarters) Hotel, for instance . . . and the North Platte Chamber of Commerce (the manager and the young ladies from his office are remembered for their special graciousness in giving a lift where needed when work got stacked up "over the eyebrows.") . . . and in that respect Mrs. J. M. Keith, secretary of the Arizona Cattle Growers, always merits a mention. Her, the girls characterize as a blue-eyed bright spot in any gathering . . . this mentions but a few out of many.

E. W. Stewart of Mesa, Colo., is recalled for his thoughtfulness in the performance of small, appreciated courtesies . . . such as his assistance with luggage when the Denver secretaries were faced with the problem of getting it into the hotel "by hand." . . . Another is Herbert E. Joseph, an American National member who is manager of the convention department for the Fort Worth (Tex.) Chamber of Commerce. He dared the wintry blasts whooping through Nebraska, and his presence proved him a genial and kindly representative of the great Southwest.

W. J. Dancer of Dewey, Okla., member of the finance committee, came to the meeting not long after suffering a serious accident in an icy corral where his horse lost its footing. Doing O. K.



The Lyman Lingers, from Loveland, Colo.

Margaret, young daughter of the A. J. Becksteds of Red Feather Lakes, Colo., is now four years old . . . and this marked her third American National convention. Pretty good record, we'd say.

Bruce Brockett, Rimrock, Ariz., took time out from the sessions to address the North Platte Kiwanis Club. Mr. Brockett is a member of the National's public relations committee.

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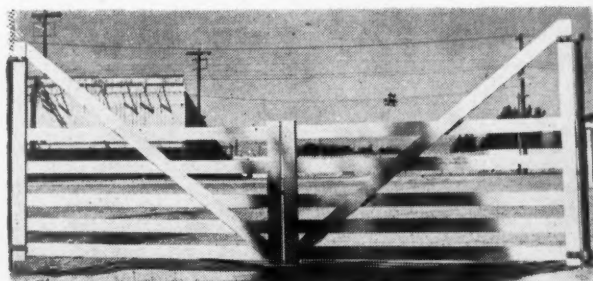
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BILL to set up a \$500,000 emergency fund for fighting livestock epidemics has been introduced in the North Dakota senate.

LARGELY as a result of unusually favorable weather last year, and also because of substantial recovery in European food production, the world output of major food products in 1948 was about 6 per cent above 1947, and the Office of Foreign Agricultural Relations of the USDA says there is indication of further expansion in food crop acreages for 1949.

WE'VE run across a little leaflet that may be obtained from the Western Shop, May Company, Denver, Colo. It's called "The Inside Story of a Brand." It's a little historical sidelight on brands, and tells the uninitiated how to read common brand signs.

THEY'RE planning to whittle the world's biggest manure pile down to size. Located at Sioux City stockyards, the huge accumulation was started about 40 years ago and is estimated to contain 1,500,000 to 2,000,000 tons of valuable fertilizer and organic matter. Any trucker or farmer who wants to can come and get a truck-load with the aid of

two cranes that make it unnecessary for him even to leave his truck.

THE BAE has issued a 30-page bulletin covering the 1930-47 period as it concerns the operation of commercial family-type cattle ranches of the Intermountain country (not large ranches of part-time set-ups.) This shows that in the 18-year period such ranches averaged about 210 head of cattle, with 70 calves dropped each year for every 100 cows and heifers kept. Sales averaged 59 head annually—mostly cows and 2-year steers. Death loss averaged 8 head a year—worse in bad, dry years. Average investment ran from \$19,445 in 1933 to \$66,606 in 1947, hitting a high of \$427 per animal unit last year.

FROM Mrs. Keith's Arizona News Letter, a new feeding idea: "Vic Watson says, 'We feed two-thirds cottonseed meal to one-third fine ground salt, and now we are adding a little dehydrated alfalfa to it, which makes it very palatable. The cattle sure eat the mixture and do well on it. We are in a very high country. Right now there is snow from 6 inches to 2½ feet deep all over the range, which makes it a little rough on the cattle when it crusts over every night. Of course, we must have the snow, so the cottonseed meal-salt mixture is the finest discovery that's happened to the cow business in a long time. No, of course, it doesn't hurt the cattle—it hurts if they can't get it.'"

WE NOTICE that the Independent Landowners Association, headed by Walter A. Henze, chairman, Iron Mountain, Mich., is not at all satisfied with the attitude of the Forest Service. In a broadside the association, retorting to a statement by the chief of the Forest Service to the effect that the federal government should have authority to impose its standards on states where practices fall below federal standards, says: "In other words, if they don't like your local rules they (meaning the Forest Service) will cram rules down your neck whether you like it or not."

MERT FOWLER of Belle Fourch, S. D., president of his state brand board, has been advised by Attorney General Sigurd Anderson that a violator of a state brand board regulation is not subject to prosecution; he found no provision that such a violation of the rules constitutes a crime. Mr. Fowler had made inquiry with respect to transporting of livestock from within the ownership inspection area to an "outside" point.

WRITING in the January issue of Country Gentleman, E. R. Jackman, extension farm crops specialist at Oregon State College says: "At the present rate of reduction, in another 25 years there will be no grazing in the national forests, which means that fewer than

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half as many livestock are now grazing on the national forests as grazed there 25 years ago. Actual numbers are: 1918, 10,755,589 head; 1945, 5,186,590 head. This means a reduction of at least 200,000,000 pounds of meat yearly."

A RECENT press story from the Amarillo, Tex., area declares the livestock picture in the Panhandle is "somewhat brighter than a year ago, although the number of cattle on ranges and on wheat pastures is not as great as anticipated last fall . . . due, largely, to continued drouth conditions and lack of wheat pasture."

MERRITT D. HILL, general sales manager of Dearborn Motors (the national marketing organization for the Ford Tractor and Dearborn farm equipment) has told dealers: "With the end of 1948 we have passed an era which may never return. . . . One by one, many implements have come into long supply in the past few months. 1949 will in our opinion see this transition completed in most territories."

CALIFORNIA'S agriculture department says grasshopper surveys of the state indicate possibility of critical outbreaks in several limited areas this year. In

the past, heavy infestations of the pest have been controlled there through the use of bait consisting of poisoned bran, sawdust and sodium fluosilicate, furnished free by the USDA. In spite of higher initial costs, however, H. M. Armitage, the state's entomology chief, declares the trend on the part of growers has been toward chemical control of the 'hoppers.

THE WOOL PRICE support program announced by the USDA for 1949 carries a price schedule that will give growers a national average price of slightly more than 42 cents a pound, grease basis. This is just about the same as last year's support level.

A NEBRASKA legislator, Dr. O. H. Person of Wahoo, has proposed a bill under which only a licensed veterinarian could castrate, vaccinate or dehorn cattle, or perform other veterinary practices, except without charge.

DENVER TO BE HOST TO SOIL CONSERVATIONISTS

The National Association of Soil Conservation Districts will meet Feb. 15-17 at Denver, Colo. Headlined as a "working convention," it will nonetheless include a specially arranged one-day trip into the mountains and two other shorter tours.

The association's president, Kent Leavitt of Millbrook, N. Y., was one of the speakers featured on the American National's program at North Platte last month.

FARM INSTITUTE TO MEET

Subject chosen to designate the 11th annual meeting of the National Farm Institute at Des Moines, Ia., Feb. 18-19, is "American Agriculture in World Affairs." In addition to general interest, the meeting's findings this year are viewed as possibly significant straws in the winds of national and agricultural policies for the next year.

N. M. FEEDERS' DAY SET

February 14 is the date set for the 10th annual Feeders' Day at New Mexico A&M College, State College, N. M. Sponsored jointly by the experiment station and the Extension Service, the day will include guest speakers, experiment reports and demonstrations.

WASHINGTON STUDENT-BREEDER PLANS

The annual Student-Breeder Banquet, sponsored by the Lariat Club (animal husbandry student group) of the State College of Washington, will be held Feb. 3, at Pullman. The program is aimed at bringing together livestock breeders and students for an exchange of practical and technical ideas.

CALIF. TO HAVE WEED CONFERENCE

In California, the College of Agriculture and state department of agriculture are co-operatively sponsoring the California Weed Conference, to be held

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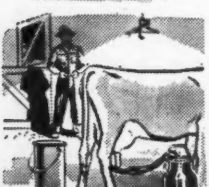
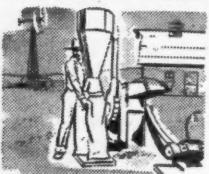
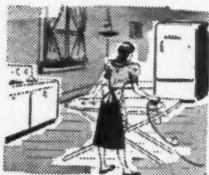
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in Sacramento, Feb. 16-17. More than 300 persons engaged in various phases of weed control are expected to attend.

GRAZING FEES DISCUSSED BY ADVISORY BOARD

THE National Advisory Board Council held a two-day meeting, Jan. 18-19, in Salt Lake City with officers of the Bureau of Land Management.

Director Marion Clawson outlined the work of the bureau and Chief Gerald M. Kerr and his staff reported on the Division of Grazing organization and operations.

It was decided that there is presently no need for increased grazing fees—nor would there be until Congress appropriated money enough to cover the "public interest" part of the administration cost. This recommendation was made to the Land Management Bureau with the understanding that the council would appear before the appropriation committee in Congress to request that they carry out the proposals of the Nicholson report with respect to the cost that should be borne from the standpoint of public interest. The members seemed to feel that sufficient appropriation would allow the grazing section to proceed with further decentralization of the bureau and continuance of a constructive administrative program. Under the program established, the livestock permittee pays the cost of administration; present fees are sufficient, in the judgment of the council, to cover this cost.

Appreciation was expressed for improvement of the past year in operation of the bureau in its decentralization activities and the work of grazing division personnel.

In connection with some criticism on issuance of term permits, Chief Kerr admitted some mistakes had been made and adjustments had to be made; he said the division would proceed with care in issuing further such permits.

A wire was sent by the council to the President and Congress to request relief measures for reaching people, livestock and wildlife isolated without food in the recent storms.

A meeting will be held in Denver in March, to which President Griswold was directed to invite representatives of the American National, the National Wool Growers and the livestock division of the Farm Bureau. The five-man contact committee requested by Interior Secretary Krug was continued. It includes: Gordon Griswold, chairman; Gerald Stanfield; Sam Hyatt; the president of the wool growers or his alternate, and the president of the American National or his alternate.

Elected for another year were Gordon Griswold, president; A. D. Brownfield, first vice-president; Merle Drake, second vice-president; Dan Hughes, third vice-president. John Hay of Rock Springs, Wyo., was elected secretary-treasurer.

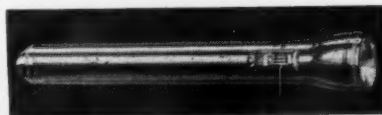


New Mexico group, en route: (L. to r.) T. J. Heimann, Mosquero; Huling Means, Silver City; George Godfrey, Animas; A. D. Brownfield, Deming.

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	SAN ANTONIO, TEX.	

Personal Mention

The January issue of *Journal of Range Management*, quarterly publication of the American Society of Range Management, contains an article on "Ranch Management" by **Herman Oliver** of John Day, Ore. Mr. Oliver is a member of the American National's executive committee and a former president of the Oregon Cattlemen's Association.

Edwin J. Woolfolk has been transferred from the Washington office of the Forest Service to become chief of the division of range research in the Northern Rocky Mountain Forest and Range Experiment Station at Missoula, Mont. Mr. Woolfolk succeeds the veteran **Leon G. Hurtt**, range research head since 1931 who is to be special staff assistant to Chief **Walt L. Dutton** in Washington.

C. A. Sewell of Elko, Nev., who has for some years served the Nevada State Cattle Association as secretary and treasurer, has announced his resignation. The work will be taken over by **Dale S. Reynolds**, also of Elko.

The American National was well represented on the list of judges at the recent National Western Stock Show in

Denver, with **Albert Mitchell** of Albert, N. M., and **Earl Monahan** of Hyannis, Nebr., doing the rating on some fine samples of beef on the hoof. Mr. Mitchell is a past president of the National and Mr. Monahan is a member of the executive committee.

Andrew G. Brenneis of Santa Barbara, Calif., supervisor of Los Padres National Forest, is being promoted to become assistant regional forester in charge of personnel management at the San Francisco regional headquarters. Announcement is made simultaneously that **Lloyd A. Rickel** of Mt. Shasta, Calif., assistant supervisor of Shasta National Forest, will succeed Mr. Brenneis in the Los Padres supervisory post.

In Washington the unprecedented early-winter snows are driving elk down from high places to give Yakima Valley mountain area cattlemen trouble. **T. A. McNamara**, ranch operator on the Naches highway in that section, reports seeing 30 to 75 of the animals daily on his land. (To add to Mr. McNamara's difficulties, someone recently killed and dressed out one of his calves during the night.)

From Buffalo, Mont., comes an unusual story. **Ernie Olsen** relates that he imported enough cedar posts from Canada to build a half-mile of fence, only to have them eaten—evidently by neighbors' horses. Native-wood posts in the same area were untouched.



J. M. Cartwright, Phoenix, Ariz., new vice-president of the American National, and **Mrs. A. V. Mercer** of Mammoth, Ariz. Standing behind them are (l. to r.) **A. V. Mercer** of Mammoth; **E. L. Jameson** of Kingman, Ariz., who is vice-chairman of the public lands committee; **Earl Horrell** of Globe, Ariz.; **Mrs. Ellis Mercer** of Mammoth and **Ellis Mercer**, retiring president of the junior organization.

NEW

American National MEMBERS

ARIZONA: J. H. Jeffers & Company; W. O. Kidder; W. E. Bohme; Thomas Childs; Dennis H. Hunt; Alan Feeney; King Brothers.

CALIFORNIA: Oscar R. Gale & Son; Wm. R. Jenkins; Roney Brothers; V. F. Butters; Gordon K. Van Vleck; Ceryl Schott; Cornelius Livestock Company; D. R. Barnett; A. Steffan; Elvin C. Dixon; Orin W. Van Vleck.

COLORADO: Raymond Woodring; Mary Ellen Lyons; W. L. Anderson; Howard Linger; Henry Holland; John Holland; Don Kenney; Mrs. J. M. Newell, Sunny Vale Ranch; Russell B. Rose; John W. Shawcroft; Josefson Brothers; Thos. S. Parker; Gill Whitman; John Hovgard; H. Ray Macht; Elmer F. Houser; R. J. Lamborn; James P. Thompson; A. L. Stein; Clarence G. Currie; Fred Hopkins; A. D. Maes; Mrs. Helen M. Bonnell; Geo. G. Everett; Leavitt A. Booth.

FLORIDA: R. Roberts.

IDAHO: O. I. Blain; Gerald Stanfield; Nettie M. O'Keefe.

ILLINOIS: Bar U Ranch.

INDIANA: Paul Thompson.

KANSAS: O. W. Lynam.

LOUISIANA: T. L. Miller.

MICHIGAN: C. G. Mahrle; Gene McWilliams.

MONTANA: W. F. Harrison; Sam Pendergast; W. H. Grieve; S. A. Mayland.

NEBRASKA: Cal Westover; Jack Peterson; Harold D. Coleman.

NEVADA: Ira H. Kent; Joe Bankofier; Ernest R. Barigar, Lower Ten Mile Ranch; Pasquale Brothers; Monte Rohwer; Herb L. Butler; R. J. Krenka; Geo. A. Harper; George Dalton; Mt. Wheeler Ranch (Earl Edgar).

NEW MEXICO: Jess Thorn; W. P. Thorpe.

NORTH DAKOTA: Anton Kuk; John Oja; Wm. Aus; Wm. Johnson; Raymond Wold; Hugh D. Ross & Sons; Al J. Artz; Harvey Olson; Albert Transtrom; Victor J. Engdahl.

OREGON: C. F. Gardner; Fred A. Phillips II; Howard Swick; Pacific International Livestock Exposition; Irvin Mann, Jr.; L. D. Woodside; Geo. B. Russell; Harold Herburger; D. E. Sinclair; G. Carpenter; E. M. Adams; M. H. Galt; Lippert Brothers; Wilbur E. Fisk; L. C. Carter; Robert Yancey; Merle Burhnell; C. A. & Hattie D. Miler.

SOUTH DAKOTA: Al Gudat; John L. Raskob; Paul Pudwill; Wm. R. Hoese.

TEXAS: Nancy-Jane Ranch; Dudley Brothers; H. B. Holmes, Jr.

UTAH: Lyman Chlorson; Russell Squire; Thos. Briggs; J. Wells Robins.

WASHINGTON: C. E. McBride; W. E. Kamholz; J. R. Kinchelo; L. R. Vincent; Warren J. Davis.

WYOMING: S. P. Riddle; L. M. Roberts; Guy A. Olson; E. E. Hansen; C. W. Coburn; R. D. & E. B. Campbell; Fred W. Kuemmerle.

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